

AMERICANS, BUY LIBERTY BONDS

VOL. XIII

OCTOBER, 1918

NO. 4

# THE ROTARIAN

BISHOP WM W  
715 CHURCH ST  
ANN ARBOR MICH



*A bit of the famous Malahat Drive on Vancouver Island, B. C. (See page 180)*

CANADIANS BUY VICTORY BONDS



## Sunlight and a Plunge—

Through the doorway leading to the Turkish Baths and plunge of Hotel McAlpin, you catch a ray of sunlight and a suggestion of the world outside.

Because this plunge, unlike others, is on the roof of the Hotel, instead of in the basement.

This is typical of the McAlpin's habit of installing any and all innovations which increase the pleasure and comfort of its guests.

On your next visit to New York, try the welcome of Hotel McAlpin. Put an ® after your name in the register and leave the rest to the management of the hotel.

The New York Rotary Club headquarters on the 22nd floor is a great convenience to visiting Rotarians.



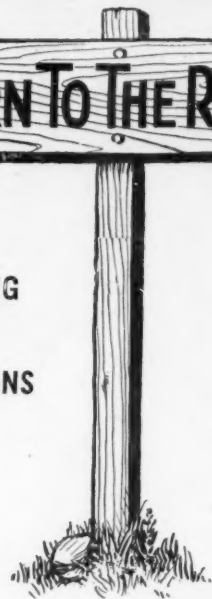
# HOTEL McALPIN

Broadway at 54<sup>th</sup> Street  
New York City

Rotarian L. M. Boomer Managing Director

## TURN TO THE RIGHT

FAIR  
WARNING  
TO ALL  
ROTARIANS



Don't ship  
Household Goods  
Machinery, Auto-  
mobiles or any  
Other Commod-  
ity by Freight

before investigating the dollar saving, and waste time eliminating facilities of the TRANS-CONTINENTAL FREIGHT COMPANY Consolidated Car Shipments. Facilities and Expert Shipping Methods, which assure you to the highest degree those vital demands of the day.

**Saving  
and  
Service**



## Turn to the Right

**T**URN to the right method of solving your shipping problems, those problems which are so difficult now, and yet are solved with such ease and economy by turning them over to the

### TRANS-CONTINENTAL FREIGHT CO.

A wise shipper studies the signs of improved shipping conditions. Here are two signs which need no study—the old sign post which points the way to eliminate delays for your freight, and unnecessary shipping bills for you. The buoy below which shows the way to the sure, time, trouble and dollar saving solution to your forwarding problems.

### Household Goods?

Sure! Consolidated Shipments in specially built freight cars loaded by experts, men who know how furniture should ride and service—why T.-C. F. CO. Service is relieving large and small shippers of every annoying detail, and—now listen—a good deal less cash for their shipping bills.

We are at your service, Gentlemen, and when we say service we mean the kind of service which assures you Saving, Speed and Safety. Ask the nearest office.

### Trans-Continental Freight Co.

Woolworth Bldg., New York

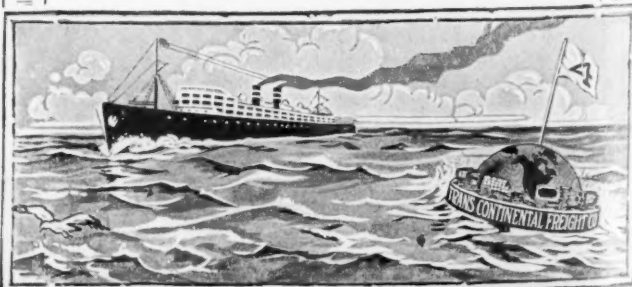
General Office, 203 Dearborn Street, Chicago.

Old South Bldg., Boston Alaska Bldg., Seattle  
Ellicott Square, Buffalo Pacific Bldg., San Francisco  
Union Trust Bldg., Cincinnati Van Nays Bldg., Los Angeles

Write the Nearest Office

C. Milbauer, Member New York Rotary

A. J. Hamilton, Member Seattle Rotary





## Rotary and its Magazine

THE ROTARIAN is published by the Board of Directors of the International Association of Rotary Clubs, on the first day of each month, at Mount Morris, Illinois. THE ROTARIAN was entered as second class matter June 29, 1912, at the Post Office at Mount Morris, Ill., under the act of March 3, 1879.

Chesley R. Perry, Philip R. Kellar, Frank R. Jennings,  
Editor & Business Manager. Managing Editor. Advertising Manager.  
Editorial Offices: 910 Michigan Avenue, Chicago, Illinois.

Terms of subscription: 15 cents the copy; \$1.50 the year in the United States and Cuba, \$1.75 in Canada, \$2.00 in other countries.  
Advertising rates will be sent upon application.

THE ROTARIAN publishes authorized notices and articles regarding the activities of the Association, its board of directors, conventions, committees, etc. In other respects it is a magazine for business men and the directors of the Association do not assume responsibility for the opinions expressed by the authors of the different articles unless such responsibility is explicitly assumed. Articles not specifically copyrighted may be reprinted if proper credit is given.

### Directors of the I. A. of R. C.

President John Poole of Washington, District of Columbia.  
Immediate Past President E. Leslie Pidgeon of Winnipeg, Manitoba.  
First Vice-President Albert S. Adams of Atlanta, Georgia.  
Second Vice-President Edward R. Kelsey of Toledo, Ohio.  
Third Vice-President Willard I. Lansing of Providence, Rhode Island.

### International Association of Rotary Clubs

Is an organization of the Rotary clubs in over 400 of the principal cities of the United States, Canada, Great Britain and Ireland, Cuba, Porto Rico, Hawaii, China and Uruguay with headquarters at 910 Michigan Avenue, Chicago, Illinois. The name is sometimes abbreviated to I. A. of R. C.

### Objects of the I. A. of R. C.

**First:** To encourage, promote and supervise the organization of Rotary Clubs in all commercial centers throughout the world.

**Second:** To co-ordinate, standardize and generally direct the work and activities, other than local activities, of all affiliating Rotary Clubs.

**Third:** To encourage and foster, through its own activities and through the medium of affiliating Rotary Clubs:

- High ethical standards in business and professions.
- The ideal of service as the basis of all worthy enterprise.
- The active interest of every Rotarian in the civic, commercial, social and moral welfare of his community.
- The development of a board acquaintanceship as an opportunity for service as well as an aid to success.
- The interchange of ideas and of business methods as a means of increasing the efficiency and usefulness of Rotarians.
- The recognition of the worthiness of all legitimate occupations and the dignifying of the occupation of each Rotarian as affording him an opportunity to serve society.

**Fourth:** To create, adopt and preserve an emblem, badge, or other insignia of International Rotary for the exclusive use and benefit of all Rotarians.

### The Rotary Club

Meets once each week for luncheon or dinner.

Membership is formed on the unique plan of one active and representative man from each line of business and profession in the city.

## Leading Articles in this Issue

### PERSHING—THE MAN! (Page 155)

By J. B. Gilbert

This is the first of a correspondence series between Dad, an American farmer, and Hank, his boy, who is in the Army in France.

### ROTARIANS TRAIN AS BUCK PRIVATES (Page 157)

By Philip R. Kellar

Three dozen Rotarians are put thru strenuous two weeks under the auspices of the Military Training Camps Association of America, at Camp Steever.

### PEEPING INTO PERSHING'S PAST (Page 158)

By Roy V. Pepperberg

### BEATING THE PACKER AND SAVING THE BARK

(Page 159) By Robt. H. Moulton

A description of some of the wonderful things that are being done with the waste products of American forests.

### AIR RAIDS (Page 161)

By Glenn Condon

In this, the third article of the series, "A Rotarian in France," Condon describes the effect of German air raids on civilians.

### FREE PORTS AND WHAT THEY MEAN (Page 163)

By Herbert P. Pearson

An interesting discussion of a subject which promises to have an important part in the future development of North American foreign commerce.

### THEY SERVE BEST (Page 165)

By Montague Ferry

### STORY OF THE SINN FEIN (Page 169)

An accurate brief history of the Irish Revolutionary movement.

### A THIN VOLUME (Page 171)

By J. R. Perkins

The second installment of Rotarian Perkins' unusual story.

### REPORTS OF ROTARY COMMITTEES (Page 173)

Educating Rotarians as to Rotary (Page 173), being the report of the Committee on Education, submitted to the Kansas City Convention by Chairman Iverson L. Graves.

Non-War Opportunities of Rotary (Page 175), being a report of the Committee on Public Affairs as submitted by Chairman A. L. Farmer.

Rotary in Business (Page 176), being the report of the Committee on Business Methods as submitted by Chairman A. H. Geuting.  
Vocational Sections Work (Page 176), being the report of the Committee on Vocational Sections as submitted by Chairman A. U. Morse.

### THE ROTARIAN'S OPEN FORUM (Page 178)

### THE VISION OF ROTARY (Page 181)

**THE** advertising pages of **THE ROTARIAN** are open only to advertisers of acknowledged standing and respectability. Advertisements will not be accepted from those who are engaged in doubtful or irregular enterprises or whose records give evidence even of a disposition to disregard correct business methods or recognized standards of commercial or professional honor.

**Net Paid Circulation of the June Issue 37,579**



### Excerpts from Audit Bureau of Circulations Auditor's Report

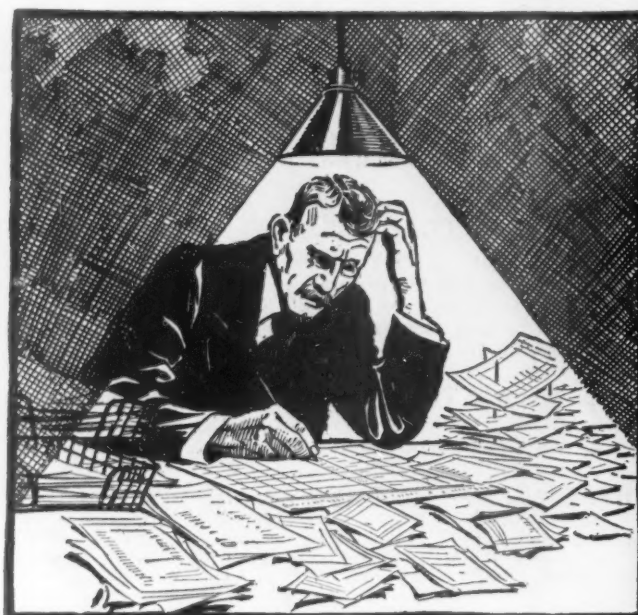
Name of Publication, THE ROTARIAN.

Town, Chicago; State Illinois.

For the six months period ending June 30, 1918

Mail Subscribers (Individual).....	35,253	Net Sales through Newsdealers.....	None
TOTAL NET PAID.....	35,253	Total Unpaid.....	1,696
TOTAL DISTRIBUTION.....		36,949	

A complete analysis, including all essential facts pertaining to the above circulation, is embodied in the detailed Audit Report issued by the Audit Bureau of Circulations. Copies may be had on application to the office of the above publication.



The old way



The new way

## A man should not do the work a machine will do for him

A merchant, with all his troubles, should never do the work that a machine does better and quicker.

Our newest model National Cash Register makes the records which a merchant needs to control his business. It does fifteen necessary things in three seconds.

Without the register a man cannot do these things in half an hour.

With the register, even a new clerk can do them just by pressing the keys.

Our new electric machines are as much better than old machines as an up-to-date harvester is ahead of a sickle for cutting grain.

The latest model National Cash Register is a great help to merchants and clerks.

It pays for itself out of what it saves.

**Merchants need National Cash Registers now more than ever before**

FILL OUT THE COUPON AND MAIL TODAY

Dept. 16204, The National Cash Register Company, Dayton, Ohio.

Please give me full particulars about the up-to-date N. C. R. System for my kind of business.

Name \_\_\_\_\_

Business \_\_\_\_\_

Address \_\_\_\_\_



Published Monthly

By the Board of Directors of the  
International Association  
of Rotary Clubs, composed of

John Poole, President.

E. Leslie Pidgeon, Immediate Past Pres.

Albert S. Adams, 1st Vice President.

Edward E. Kelsey, 2nd Vice President.

Willard I. Lansing, 3rd Vice President.

Entered as Second Class Matter  
At the Postoffice at

Mount Morris, Illinois, U.S.A.

June 20, 1912 under the Act of March 3, 1879

# THE ROTARIAN

The Official Organ of the International Association of Rotary Clubs

The Magazine of Service

Chasley R. Perry

Editor and Business Manager.

Philip R. Kellar

Managing Editor.

Frank R. Jennings

Advertising Manager.

Editorial Office

910 Michigan Ave. Chicago, Ill. U.S.A.

Subscription Prices, by the Year:

\$1.50 in the U.S.A. and Cuba.

\$1.75 in the Dominion of Canada

\$2.00 in All other Countries.

Vol. XIII

OCTOBER, 1918

No. 4

## Pershing, the Man!

Dad Writes to His Soldier Son, Hank

Hickory Hollow, Aug. 26, 1918.

DEAR HANK: When me and Ma went to class meetin at the church last night Jed Woodman (him that wuz made Postmaster sence you went away) wuz there and he brought along a letter from you that come in on the late trane. He lowed me and Ma would be anxious to git word from you.

Well, dad burn it! I got a good tannin once when I wuz a little feller cause I couldn't set still in church. My Pa had jest brought me a goat on Saturday afternoon and, boy-like, I wuz a thinkin more about that goat than I wuz about the preachin. Well, Pa toucht up the few spots that the goat had missed, but I didn't mind that.

Well, this feller Woodman didn't use no jedge-ment utall. He slipt into the pew right behind me and slipt the letter over my shoulder. Dad burn it!

I showed it to Ma on the sly so as not to attract no attenshun uv the other brethren and sisters, and soon as she seen I had it her mantel uv devoshun wuz parted in twain and she lost all intrust in the hat that the soprano in the choir wuz wearin. I know she wuz jest itchin' to git down behind a him book and read that, jest like when we wuz boy and girl writin notes in skule. But I wuz afrade Ma might give in to the temptashun and I kep the letter.

I dern near wore it out ahandlin uv it but we got home with a good consunce. That letter sure wuz a high card in Satan's hand to try the stayin powers uv me and Ma. But we stuck.

### The Measure of the Man

Well, well, well! So you got a personal note from General Pershing apraisin you fer noble conduct in your treatment uv some uv them Hun prisners. Dad burn me! I don't know ef I could treat em decent er not, but jest you hang onto that note with Genrul Pershing's name signed to it. You'll be wonderful proud to show that some day.

You know, boy, he's one uv the biggest men in this whole blame world. No, I don't mean he's biggest because he's got a big job that holds him up before the people. I mean he's got that big job jest because he's big. They's lots uv diffrence in them two things.

Lemme tell you somethin. I ben areadin about him. When he first went over to France to try to show them murderin hounds the diffrence between a beast like Hindenburg and a real man, they wuz a whole passel uv officers with him and jest a couple uv private soljers. (Copyright, 1918, by J. B. Gilbert, Dayton, Ohio.)

Well, when it come time to git on the steamer to go over the water they took his party on board uv a guvment tug boat and hauled em out to the big ship that wuz awaitin fer em.

Nacherally they had a lot uv hand bundles to carry their change uv clothes in, et cetera, and them two private soljers wuz beginnin to sweat, awunderin how they wuz going to manage all them bundles fer the whole passel uv officers.

Lordy, I'd like to ben there. When it cum time to git from one boat to the tother Genrul Pershing (the biggest man in the crowd) sez (oh, glory to!) "Every man carry his own," and he led the perceshun with his own extenshun valise er whatever it wuz. I wonder ef that old ship

didn't feel proud when sech a man as that set his feet on her deck.

Well, dad burn it! Right then and there he showed what kind uv men he expected to follow him over. They ain't nobody in the whole American army but what would hold his shoalders a little mite straiter when he gits sech a example as that.

And then, Hank, when he gits over to France, it ain't long till he shows what kind uv a king he is. He's lived to be fifty-five years old and all his life he's ben adreamin his soljer's dream uv the day when he'd be a genrul and would lead his army on to a glorious fight. And here comes the big opportunity he's ben waitin' fer all them years. He's standin in the bright sun light of God's glory with the eyes uv all the world riveted on him. If ever they wuz a cup uv temptashun pressed to a man's lips to git chesty and unreasonable he sure wuz drinkin it to the bottom. He had a chance to say to them allies uv ours that they wuz morena millyun men acomin after him and he didn't intend to have them take no back seat fer nobody. That wouldaben the colt-ish thing to do.

But, dad burn it, the feller that told them officers to "carry their own" knowed 'too much about good teamin to go in there ahollerin and acrackin his whip like that. He jest kinda slid into the collar to help take the strain off uv them that wuz all ready overworkt, and the biggest noise he made fer a while wuz a whisper at the grave uv one uv our best friends. Sez he, "Lafayette, we are here."

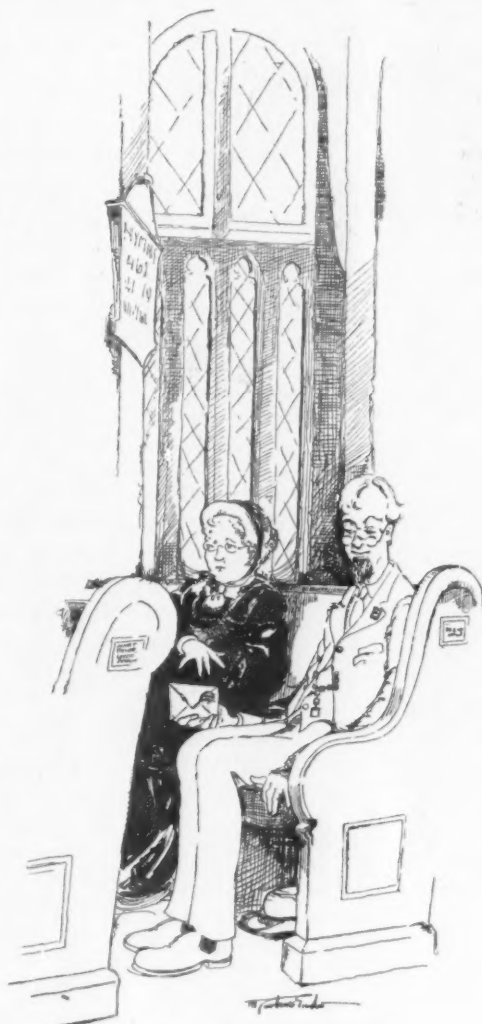
### Team Work and Sacrifice

And then a little later he begun a nosin Genrul Foch and them other old war horses (jest like a good team will when they understand one another) and sez he (these ain't his words, but he's got a patent on the idea).

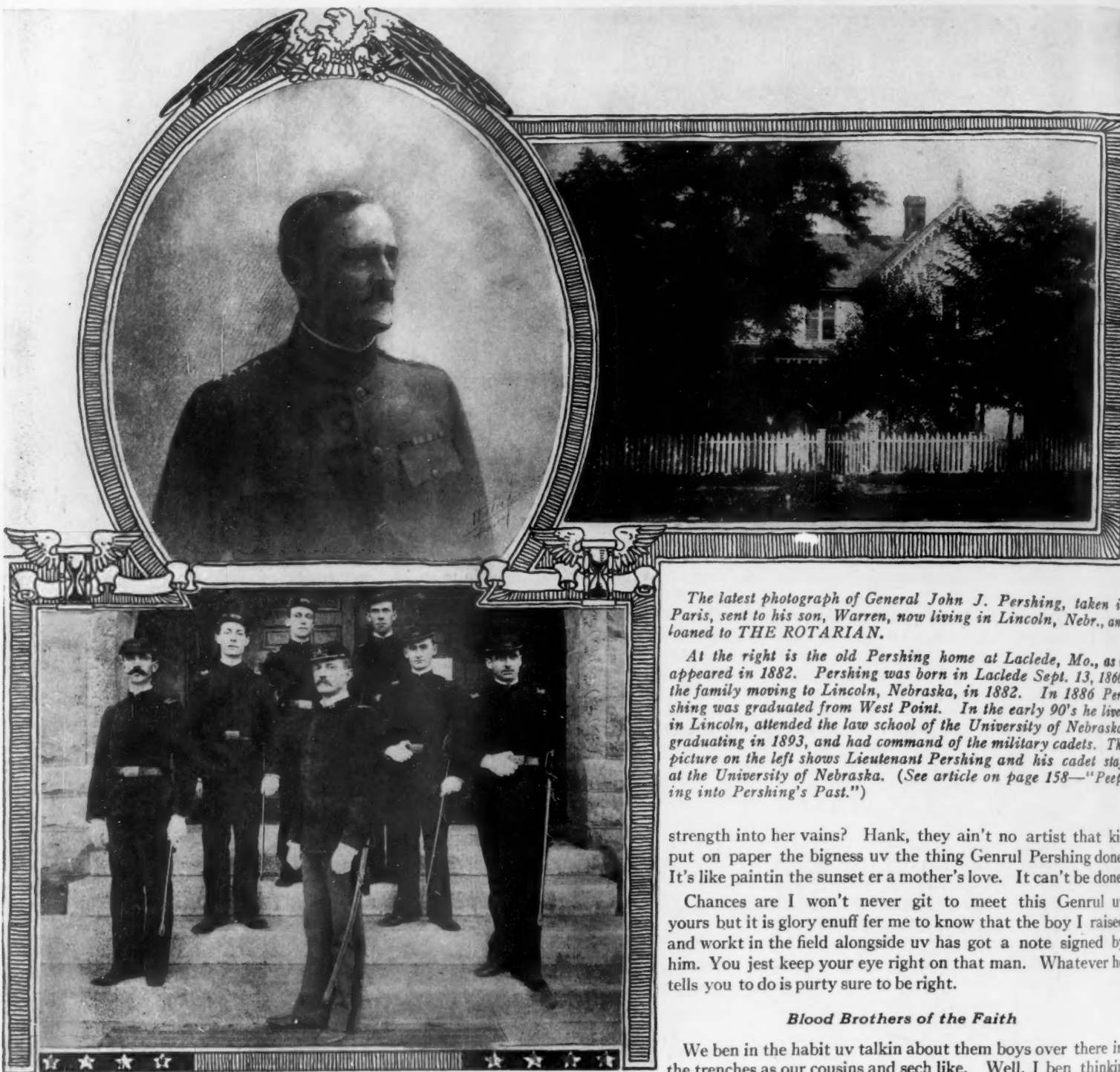
"Here's morena millyun uv the best dern soljers that ever et beans (includin my Hank). You can't learn em nothin about fightin but you kin learn em a lot about war. You jest take em and stand em up alongside uv your French and English and Eytalians and then caution your boys to keep up with em. As fer my part in it, I stand wherever Genrul Foch puts me. Only, let's git them baby-killin scum."

Oh, dad burn it, it makes a lump come up in my throat when I set here and think uv that bigness in a man. Do you think he won't have no place in the headlines when the books is wrote about this war? Well, I know he will.

His ackshun put me in mind uv a case I run



"I near wore it out ahandlin uv it."



The latest photograph of General John J. Pershing, taken in Paris, sent to his son, Warren, now living in Lincoln, Nebr., and loaned to THE ROTARIAN.

At the right is the old Pershing home at Laclede, Mo., as it appeared in 1882. Pershing was born in Laclede Sept. 13, 1860, the family moving to Lincoln, Nebraska, in 1882. In 1886 Pershing was graduated from West Point. In the early 90's he lived in Lincoln, attended the law school of the University of Nebraska, graduating in 1893, and had command of the military cadets. The picture on the left shows Lieutenant Pershing and his cadet staff at the University of Nebraska. (See article on page 158—"Peeping into Pershing's Past.")

strength into her veins? Hank, they ain't no artist that kin put on paper the bigness uv the thing Genrul Pershing done. It's like paintin the sunset er a mother's love. It can't be done.

Chances are I won't never git to meet this Genrul uv yours but it is glory enuff fer me to know that the boy I raised and workt in the field alongside uv has got a note signed by him. You jest keep your eye right on that man. Whatever he tells you to do is purty sure to be right.

#### Blood Brothers of the Faith

We ben in the habit uv talkin about them boys over there in the trenches as our cousins and sech like. Well, I ben thinkin that when the red blood uv them millyun soljers gits mixed in with the blood uvall them other races uv people they won't be no sech thing as cousins even once removed. They're gonna be your out and out brothers.

I mind once when I wuz a boy in skule they wuz a little cuss there that I never thought much uv. I jest nacherally let him alone. Well, one day ole Perry Simkins got to bullyin' that boy and I seen it. Us two together learned Perry some lessons that kep him frum settin down fer quite a spell and allways after that that little cuss looked like forty bushel to the acre to me. I liked him and he liked me. We wuz allies.

Well, ole Kaiser Bill thought he'd enjoy a leetle bullyin with Belgium, but France and John Bull and Uncle Sam crawled down off uv the rail fence and got mixed up in it. I bet right now ole Kaiser Bill's a settin on a feather tick nursin the things he's learnt. But you kin bet your life when France and John Bull and Uncle Sam crawls back upon the fence they'll be swoppin apple cores all the rest uv their lives.

Say, Hank, ain't it wonderful what a lot uv noble things a feller kin find when you git to lookin right fer em? Genrul Pershing has learnt me a heap.

Ma sends her best love.

—Dad.

into last winter when I wuz in town and the ambulance went arushin past on its way to the hospital. Everybody seemed awful sad about it and when I come to find out about it they told me that it wuz a little girl that the whole town loved like their own child. Her name wuz Faith. It peared like she had some strange disease that made her blood thin and nocount. The doctors said she couldn't pull thru thout they could get some fresh strong blood into her veins.

Well, they wuz a fine young feller workin fer her pa and he heard what the doctors had said. So he slips up to the main doctor and sez he would be mighty glad to give some uv his blood if they wuz any way to do it, jest so little Faith could live.

Well, I seen 'em on the way to the hospital to do it and I got plum workt up over it. I jumped on a street car and went to the hospital and waited outside until near mornin when the doctor come out and said that Faith wuz sure to git well now. Well, I jest set down in a big chair and cried. I wuz so releaved.

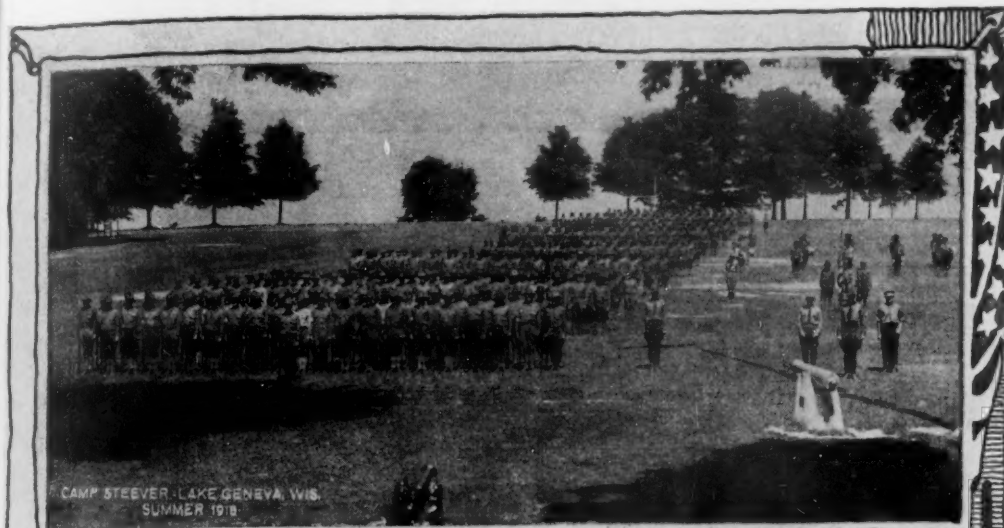
And then I got to thinkin about that love that led that boy to lay down on the table beside little Faith and let his big strong heart pump life and health into her little body. Well, that's jest what Genrul Pershing with his millyun men has done fer poor old France. Glory uv war wuz his life's blood. He'd lived all his life fer that. And when the one big chance cum to him he whispered into Doctor Foch's ear "Jest bind my arm to little Faith's and take this good red blood uv mine."

Do you think, Hank, that in years to come little Faith is going to fergit who it wuz that laid on the operatin table that day with his arm bound to her'n? Do you think that bleedin France is goin to allow the world to fergit the man that set the hearts uv a millyun men apumpin hope and



# Rotarians Train Like Buck Privates

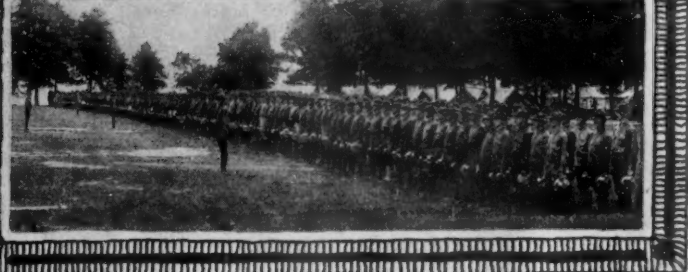
By Philip R. Kellar



CAMP STEEVER, LAKE GENEVA, WIS.  
SUMMER 1918



CAPT. F. L. BEALS, U. S. ARMY  
COMMANDANT CAMP STEEVER



Civilian  
military  
training  
camp on the  
picturesque  
grounds  
of the  
Northwest-  
ern Military  
Academy at  
Lake Geneva,  
Wisconsin.

The top picture shows the four companies of nearly 500 business and professional men from the mid-western states of the U. S., in platoon formation.

Underneath are the four companies formed in line in front of their tents preparatory to the march to the mess hall, each with his mess kit in his left hand.

At the left is Captain F. L. Beals of the United States Army, commandant of the camp, assigned to this duty by the U. S. War Department.

THREE dozen Rotarians recently tried their hands (and feet and every part of their blessed bodies) at being soldiers for two weeks. The place where they went thru the strenuous stunts of military training was at Camp Steever in Wisconsin. This is one of the military training camps established by that organization to which the cause of the Allies owes so much—the Military Training Camps Association of the United States.

The friends of the Plattsburg military training camp plan believed, before the first camp was held in 1913, that it was a splendid idea, an excellent plan to teach civilians, by actual experience, the value of military training. The success of the first camp confirmed them, and

many others, in this opinion. The second camp was much larger. By the time the 1916 camps had closed, there were approximately 21,000 graduates of the student, citizen and junior training camps that had been born from the original Plattsburg camp.

When the United States entered the war in April, 1917, these civilian training camps were

discontinued, but the graduates formed themselves into the Military Training Camps Association, an earnest and patriotic organization which has given great and efficient aid to the United States Government in the prosecution of its war work. The Plattsburg camp and the organization that has developed from it was the first practical preparedness movement among American citizens.

## Big Work Accomplished

The Military Training Camps Association now maintains efficient branches in more than 1,800 cities in the United States. It has secured 200,000 applications for officers' training camps, has inspected officers' training camps and cantonments; has recruited 250,000 men for the army, navy, aviation, construction division, quartermaster corps, and scores of other branches; has been designated by the War Department to form the examining committees for the Field Artillery Officers' School in 68 cities; and is relied upon by the Department to secure men of special qualifications when required, the officers of the Association being used by army officers to examine these men.

In a word, the Military Training Camps Association is a voluntary organization of civilians who, having gained some practical knowledge of military work, have dedicated themselves to the task of putting the right man in the right place in the U. S. military forces and of educating other civilians in military matters.

Let this point be emphasized: A civilian organization teaching men to be soldiers.

It is maintained by voluntary subscriptions: "A mobile organization, free from legislative delay, capable of wide service not easy of accomplishment by the Government, that in emergency or disaster can instantly act."

One of its latest achievements has been a series



Rotarians at Camp Steever, Wis. Reading from left to right, they are:  
Front Row: L. W. Coe, Springfield, Ill.; J. Addison Brown, Champaign, Ill.; Wm. H. Rehfsuss, Peoria, Ill.; Walter E. Rahel (Treasurer), Terre Haute, Ind.; C. H. Poindexter, Kansas City, Kas.; H. A. Koch, Omaha, Neb.; Chas. F. Hodgson, Springfield, Ill.; Wayne V. Bigwood (Vice-President), Terre Haute, Ind.; Chesley R. Perry, Chicago, Ill., Secretary International Association.  
Middle Row: A. A. Brentano, Evansville, Ind.; P. A. Waller, Kewanee, Ill.; F. A. Sapp, Ottawa, Ill.; Elliott C. Mitchell (Secretary), Paducah, Ky.; M. L. Hecker, Champaign, Ill.; Philip R. Kellar, Chicago, Ill., Managing Editor THE ROTARIAN; Walter S. Gerts, Chicago, Ill.; Chas. L. Runyan, Terre Haute, Ind.; J. S. Cleavinger, Jackson, Mich.; H. W. Boles, Elkhart, Ind.  
Rear Row: Ray C. Sparks, Champaign, Ill.; E. A. Francis, Marshalltown, Iowa; F. M. Wilbur, Marshalltown, Iowa; W. H. Poole, Jackson, Mich.; H. R. Holmes, Chicago, Ill.; M. C. Potter, Milwaukee, Wis.; F. H. Stewart, Decatur, Ill.; E. R. Proctor, Chicago, Ill.; J. P. Davison, Chicago, Ill.; J. W. Welch (President), Omaha, Neb.  
Other Rotarians at the Camp, but not in the photograph: Fred E. Ayer, Akron, Ohio, Secretary; J. H. Brannum, Racine, Wis.; H. K. Hoblit, Bloomington, Ill.; Charles Bradshaw, Lafayette, Ind.

of military training camps at Camp Steever Lake Geneva, Wis., where during the past summer 240 military instructors for high schools have been trained, 1,661 high school boys have been given an intensive course of training, and nearly 1,000 business and professional men have been taught what it means to be a soldier in this day and age. Each camp lasted for two weeks.

Camp Steever was in charge of Capt. F. L. Beals of the United States Army, assisted by British, Italian, and other American officers.

The camp from August 12 to August 26 was attended by nearly five hundred business and professional men, including thirty-five Rotarians who had some idea of getting together and having a Rotary meeting, but the work was so strenuous and their minutes so filled with military duties that they had to be satisfied with having their photograph taken. Twenty-nine of them did this.

Every man served two weeks as tho an enlisted man in the army, without regard to former rank in the army or militia or present rank in the reserve militia. Details were made of acting corporals and acting sergeants, but there was no insignia of rank, other than different colored arm bands, and the only commissioned officers were the instructors and the Commandant.

#### Course is Comprehensive

The course of instruction was designed to give each man a general and comprehensive knowledge of modern warfare, and required practically every minute of the time from 5:45 in the morning until taps, at 9:45 in the evening.

The course covered instruction and training in military courtesy and discipline; school of the soldier; school of the squad; school of the company; school of the battalion; manual of arms; bayonet training; hand grenade throwing; trench digging; barbed wire stringing; trench operations by day and by night; field tactical problems; advance guard work; outpost and patrol work by day and by night; machine gun work; skirmish drill; target designation; range finding and estimating; map sketching; military map reading; wall scaling; competitive drill; guard mount; riot drill, review and parade each evening.

When the Rotarians, at the close of the camp, turned back their "Krag's" and their mess kits, folded up and packed away their blankets, told their cots and tents goodbye, and received a certificate from Captain Beals testifying that they had covered the above course in a satisfactory manner, they felt that they had put in a very profitable two weeks.

#### Purpose of Camps

The purpose of these camps, which are similar to the original Plattsburg idea, is to bring about a wider understanding of the need for training, to help men who are in the reserve militia to be more efficient as instructors and officers, to increase the number of civilians with a workable understanding of military affairs that they may be more efficient patriots, to increase the influence of the Military Training Camps Association and thereby increase its usefulness. It is the plan to hold many similar camps during 1919.

Every man at Camp Steever enthusiastically became a member of the association and pledged himself to do everything possible to make universal military training a National policy.

Further information regarding the work, plans and needs of the Military Training Camps Association can be had from its Executive Secretary, Mr. Wharton Clay, Consumers' Bldg., Chicago.

## SECRETARY DANIELS PRAISES ROTARY

### THE SECRETARY OF THE NAVY, WASHINGTON

September 11, 1918.

My dear Mr. Poole:

I congratulate you on the opportunities for service which must come to you as the president of the International Association of Rotary Clubs. I have known of your organization for years, have seen the influence which it exerts, and known some of the good results which have come from the many activities in which it is engaged. I am in full appreciation of the unselfish and intelligent manner in which it has responded to every important call.

I have been especially impressed with the spirit of good fellowship that prevails among the members of the organization, and the unity of action and determination to do something that permeates a Rotarian wherever there is an opportunity for a real community service.

It can well be felt that no municipality can fully come into its own as a progressive city until it has organized its Rotary Club. No city should be without one of these clubs if material advancement stands for anything in the complement of the community. Wherever a club has been organized, my observation has been that its workings have been that of a public benefactor and such organization should have the hearty support of every good citizen.

The Rotary Club has given its usual efficient aid to the men in the army and navy, and in its own patriotic way it has greatly facilitated the work in these branches of government service. Its influence is being constantly felt and with a continuation of the keynotes of the organization, good fellowship among the members, and a united, determined effort toward progressive usefulness, it will continue to materially aid in building up and maintaining in the service a morale of unquestioned strength.

With expressions of sincere regard, I am, Most cordially,

(Signed) JOSEPHUS DANIELS,  
Secretary of the Navy.

Hon. John Poole,

President International Ass'n of Rotary Clubs, Washington, D. C.

## Peeping Into General John J. Pershing's Past

Confidence is the word that expresses the feeling one has in Gen. Pershing from either meeting or studying the man. And a real man is he who came out of the sturdy American west; a man of strict discipline, but of kindly heart; a man for fun in its season, but of firm soldierly determination when set to the soldier's task.

Laclede, Missouri, is proud of being the birth city of John J. Pershing, and Lincoln, Nebraska, is equally proud in claiming him as one of her citizens, so far as any army man has a home. His parents lived in Lincoln at the time he graduated from her University, as do his only surviving child and two sisters today.

In 1882 John F. Pershing, father of Gen. Pershing, moved to Lincoln to give his family the educational advantages which Lincoln even then possessed. The elder Pershing had been engaged in the wholesale clothing business in Chicago.

To dwell on the military career of John J. Pershing is unnecessary. His rapid advancement from the West Point Second Lieutenant in 1886 to Brigadier General in 1907 was won on a strictly military basis in recognition of his splendid service in the Philippines and in Mexico.

In the early 90's Pershing went to Lincoln as Commandant of cadets of the University of Nebraska and lived with his parents at 17th and R Streets. During his service there he entirely reconstructed the Military Department, obtained new equipment and put it upon a strict military basis. He took an active part in social affairs, instructed in mathematics, and graduated from the Department of Law in 1893. The name of Pershing lingered long after he had left Lincoln in the "Pershing Rifles," the crack company of the University cadets.

Pershing was married Jan. 26, 1905, to Helen

Frances Warren, daughter of Senator Francis E. Warren, of Wyoming and ranking minority member of the U. S. Senate Committee on Appropriations. The tragic death of Mrs. Pershing and their three little girls in the Presidio fire at San Francisco three years ago, brought horror and grief to the soldier Pershing, than which war has none greater to offer.

The only survivor of Gen. Pershing's family, the nine year old son, Francis Warren, makes his home with the General's sisters, Miss May Pershing and Mrs. D. M. Butler in Lincoln. Warren is a real boy, popular with his playmates, and very much like his father in appearance and disposition.

On Aug. 9th, the Lincoln Rotary Club cabled Gen. Pershing as follows:

General Pershing, Somewhere in France.  
We have today elected you to honorary membership in the Rotary Club of your home city, Lincoln, Nebraska.  
President Rotary Club.

To which the General cabled August 17th:

Pres. Rotary Club, Lincoln, Nebraska,  
Many thanks for the honor you have done me which I accept with pleasure.  
Pershing.

Thus has been added another tie between the names Pershing and Lincoln, altho this honor must be shared with the Rotary Club of San Antonio to which Pershing was first elected honorary member.

And so out of the West comes Pershing, born in Missouri, home in Nebraska, and married in Wyoming. But we share the honor with the country that knows no East or West, North or South, when duty calls.—Roy V. Pepperberg, Rotary Club of Lincoln, Nebr.



# Beating the Packers and Saving the Bark

By Robert H. Moulton

SAID the Chicago pork packer: "We make our money by saving everything but the squeal."

Says Frank J. Hallauer: "The wood industries are going to go the pork industries one better; they are going to save everything, including the bark."

It is to teach the wood industry how to do this that Mr. Hallauer has been working for six years. Engineer of a little known branch of Government, the Forests Products Laboratory, situated at Madison, Wis., Mr. Hallauer and his associates hope to teach the United States how to save two billions of dollars annually.

He is confident that it can be done; that is, that the annual cut of wood, now valued at two billions, can be made into articles of use which at present prices would bring double that amount.

It is a man size job, but the confident engineer points proudly to unbelievably vast economies

number of far Western woods and that Wisconsin paper mills were already ordering trainloads of wood chips from the West for paper pulp. The cost of freight to Wisconsin is more than offset by the cheapness of the chips, and the paper thus made is expected to prove a considerable factor in relieving the paper famine.

A visitor who leaves Mr. Hallauer can scarcely believe that there is anything which cannot be made from wood.

"How about the cabled story that the Germans have discovered a food they can make from wood which they are feeding to Russian prisoners?" was the first question asked.

"Almost surely not true," he said. "The human stomach cannot stand it. It is possible to convert sawdust into cattle food, and that was probably the foundation for the story."

## Shirts and Cotton from Wood

But Germany from her forests is obtaining such great results that if, an English writer recently suggested impractically, England were to destroy Germany's forests, the war would surely end very soon. Artificial cotton is one of the things which is being supplied from wood. Paper shirts are also being used, but then Japan is supplying these to the Russian soldiers.

Germany has been driven to extreme use of her forests by necessity, but no country with the exception of Germany has made such a systematic effort at developing forest products as the United States.

Charcoal for the manufacture of black gunpowders is being obtained from dogwood willow and alder.

Great quantities of alcohol and ether are made from imported molasses, but if Americans were cut off from this raw material, they could depend upon the forests. Alcohol is made also from grain, but in war times grain is required for food. It is estimated that, during 1917, 40,000,000 gallons of denatured alcohol were used in the United States, while huge quantities were being exported.

The use of wood for gunstocks is generally familiar. The supply of seasoned black walnut, the most suitable wood for the purpose, has been entirely exhausted by the heavy demands of Europe. Heretofore the practice has been to let gunstock material air season for months before being worked up. Time became so important that artificial seasoning was resorted to, but improper methods destroyed too much of the material.

## Source of Disinfectants

The Forest Products Laboratory has now perfected dry kilns which overcome the trouble, and as a further aid, is perfecting methods of using other woods, notably birch, for gun stock. Then there is the near relative of the gun stock, the wooden leg, making heavy demands for willow.

Millions of feet of lumber and heavy timbers are required in war times for structural purposes, such as the erection of docks, bridges, trenches and temporary shelters.

Disinfectants are now a necessity. They can be made from wood. Pure wood alcohol is the only substance that can be converted into formaldehyde, universally used for disinfection against such contagious diseases as smallpox, scarlet fever, diphtheria and tuberculosis. It is

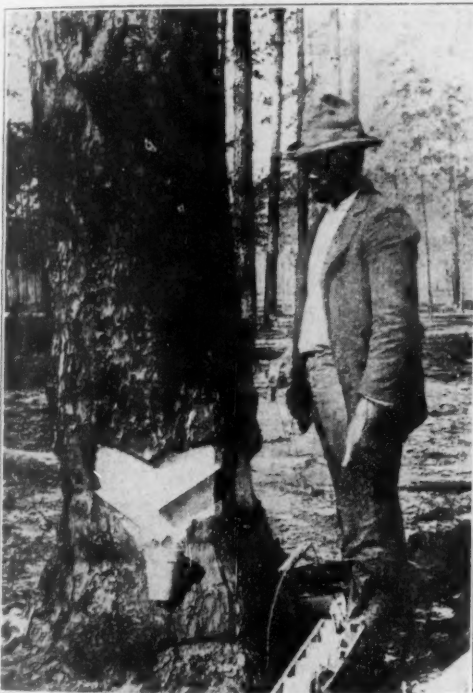
also used to prevent crop diseases by disinfecting the seeds.

But the importance of forest products for war supplies in no way compare with their importance for industries. The largest of these are the lumber, pulp and paper, naval stores, and distillation industries. They employ more than 1,000,000 wage earners. Their products are valued at \$2,000,000,000 annually.

## One-third Waste in Lumbering

The most promising and novel developments in the line of by-products from wood are in the nature of chemical utilization. It might be said that the chemists of the Forest Products Laboratory have put the prod to forest products. The lumber industry draws upon the forests for many times as much material as do all the other industries, and only about one-third of the tree cut for lumber is actually put on the market in that shape.

Right here is more than enough waste, altho



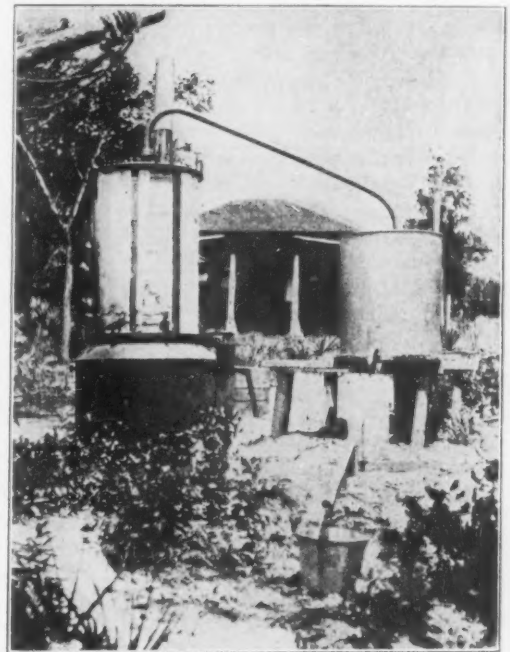
Improved method devised by U. S. Forests Products laboratory at Madison, Wis., for collecting oleoresin from trees with cup and gutter instead of with box cut into base of the tree, saving \$5,000,000 worth of rosin annually.

already effected in the wood trades thru the work of the Forest Products Laboratory's chemists. They are in such terms that it would be hard to tabulate the exact savings but there is little doubt that they run over \$100,000,000 a year.

## First Laboratory of Kind

Few persons outside the wood trades know of the work of the laboratory, the first of its kind ever to be established, but which has been imitated in a number of countries since it began operation. Its annual appropriation is small for the work it does; something less than \$200,000.

The laboratory is now looking upon to save the paper situation of the country, and it cheerfully tackles the job. Only recently announcement was made that the laboratory had discovered that good grades of paper can be made from a



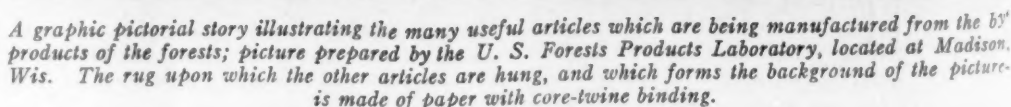
Needle-oil still condenser, U. S. Forests Products Laboratory. Several oils of commercial value are secured from the needles and leaves of coniferous trees.

not often in the right form or readily available, to supply raw material for all the other industries. The problem becomes one of adopting means of utilization to suit the conditions. Years ago, wood ashes were leached from home soap-making, to furnish potash. The practice disappeared. It is now being revived as a source of potash to offset the shortage of fertilizer due to the war.

In the Red River valley of Texas the Indians used to use osage orange for dyeing, but that wood never gained commercial recognition as a dyewood. Within the last year, however, it has succeeded, in getting into the market as a substitute for fustice, which was imported from Jamaica and Tehuantepec, and more than \$1,000,000 worth of these dyes is now being made by American manufacturers.

The Forest Products Laboratory has completed an analysis of the oils which can be obtained from the needles or leaves of all the coniferous

The discovery of how to increase the yield from the destructive distillation of hardwoods. One plant reported an increase of \$15,000 a year



The remedy was simple. The man was advised to separate his tadpoles from his large frogs, thus confining the vibrations to the older generations. This was done and the mortality among the tadpoles decreased wonderfully.



# A ROTARIAN IN FRANCE

by Glenn Condon



## No. 3: Air Raids

Up in the night the black bats hover  
Over the sleeping town;  
And the cry goes up: "Take cover! Take cover!"  
And Death comes down.

—John Flint.

THERE has been so much talk about the probability of the Huns raiding New York City from the air that some of us Americans have actually been expecting such a thing.

God forbid!

It is, of course, not outside the realm of possibilities for the enemy to transport one or more light bombing planes across the ocean in their big U-boats and launch them from the decks of the latter, but with the defensive arrangements perfected on our Atlantic coast it is not likely that such a movement could take place unobserved.

I do not agree with the sentiment of the worried patriot who said that America would never "wake up" until the war has been "brought home to us." America, at last, has awakened! We are finally taking as much interest in the war as tho it were being fought out upon our own soil. We have come to realize that our forces in France and upon the seas are fighting for the defense of America as well as to protect humanity and civilization.

### In Six Air Raids

The most impressive sights I saw on my European trip were not in France, nor yet upon the ocean. The incidents that are indelibly impressed upon my memory so that I dream of them nightly, took place in London!

Five air raids I went thru there. I finally came to believe that I was a barometer of air raids, for when I was away from London there would be no air raids, but the very night I returned we would get the warning. And I arrived in Paris on the night of the French capital's worst air attack!

The underground railway stations of London are the most perfect air raid shelters in the world, because of their depth. That is where the women and children go to "take cover."

It is German psychology to reckon that this particular form of frightfulness has the effect of terrorizing the people at home, which, in turn, breaks down the morale of their brave kinsmen at the front. I am pleased to testify that the actual effect is just the opposite. Let an able-bodied man of military age take refuge in one of these crowded underground stations during a raid and the women would claw his eyes out, so furious would they be to think that he was not

"out there" fighting this baby-killing, cowardly foe.

### Demand for Reprisals

The demand for reprisals in England is almost universal, but be it said to the everlasting credit of the British Government that they have seen their defenseless women and children slaughtered time and again and have hesitated—oh, so long—to give the women and children of Germany a dose of the same medicine, simply because they believe that the offspring of even savages should be treated humanely.

I am for reprisals. I am for taking the war directly home to the people in Kaiserland. I believe in their complete annihilation. I hate Germany and all that is German!

All over London the authorities have desig-

nated certain places as "air raid shelters." There is a shelter for everyone.

"They" usually come over on moonlight nights. The moon shining down on the Thames provides a certain guide into this great city.

I shall never forget my first raid.

The shelter for my district was a five-story building of reinforced concrete construction, and we were supposed to assemble in the basement. Fortunately for me, it was just across the street from where I lived. There are supposed to be three warnings. The first two are received only by the authorities. The third warning usually comes about twenty minutes before the actual arrival of the hostile aircraft.

The warning is given in several ways, but chiefly by the firing of "maroons" or aerial bombs. Police cars dash thru the streets with illuminated signs on the hood saying "take cover!" and little Boy Scouts in the tonneau blowing shrill whistles.

### A Quick Exit

It was 11 o'clock at night when I heard the unmistakable sound of the maroons. I was fast asleep on the third floor of my apartment house. For days they had been talking to me about air raids and almost nightly we had received lip-to-lip reports that "they're coming over tonight sure." All of this, I am frank to admit, had gotten on my nerves a bit, as my English friends no doubt intended it should.

I jumped out of bed instantly and began dressing almost unconsciously. I would make a dandy fireman. I knew that I had twenty minutes in which to reach my shelter. I dressed completely even to collar and tie, ran down the three flights of stairs, across the street and into the basement, where I looked at my watch, having previously noted the exact time of the warning. I still had nineteen and a half minutes to spare!

Soon the anti-aircraft guns opened up and in a few minutes they were all banging away. Occasionally we could hear the whirr of the propellers up in the air, but we never could see anything, largely because it was unsafe to stand in the open on account of the falling shrapnel from the bursting shells.

### Could Not Fight or Run

It was a constant drum fire and almost deafening. The many searchlights, that were playing about on the clouds prior to the warning, had been turned out. Every once in a while we thought we could hear the crack of machine guns, denoting that our own airmen were giving battle to the invaders, and incidentally running the same chance as the enemy of

## What Species?

[From the Los Angeles Times.]



being hit by shells from the "Archibalds." Standing in the doorway we could see these shells burst high in the air, reminding one of the twinkle of stars. And now and then we could hear a distinct "bang" which meant that a bomb had landed somewhere.

Seasoned soldiers, home on leave, were in our shelter, having been chased out of the frame Y. M. C. A. hut on the next corner, and they were just as nervous as any of us. We were in the same predicament as the fat man—we could neither fight nor run!

After about an hour of this the firing ceased, but that did not mean we could go home. In thirty minutes they had opened up again. The enemy had returned. This continued far into the night. It was perhaps an hour after the guns laid off for the last time that we heard far down the street the shrill notes of a bugle. It was the signal of the Boy Scouts, known as the "all clear," and meant that there would be no more fireworks that night at least.

Most of us went up and down the streets with flashlights for some time, searching for bits of shrapnel, some of which were still hot.

#### Brief Newspaper Comment

In the papers the next morning the only news of the raid was a brief communique to the effect that: "Five hostile aircraft penetrated the defenses last night; one of them succeeded in reaching London. Several bombs were dropped. Casualties, fourteen killed, fifty-six wounded."

The novelty of air raids has long ago worn off, so far as the Londoners are concerned. The darkened streets at night are a constant reminder of the menace. The raids are feared by the women and children of the poorer classes—that is but human—but the great mass of the people take them philosophically, and I have been in more than one shelter during a raid when tea was passed around and we sang songs and told stories all the while. Many of them do not even go to a shelter any more, preferring to have their sleep!

Three of us were standing in a doorway one night during an attack when we heard an explosion that seemed very near. Soon we saw flames shoot skyward from a large building a few blocks away. We watched the conflagration until the "all clear" came and then proceeded to the spot.

#### A Sickening Sight

It was a spirited scene that confronted our gaze. Firemen, ambulance workers and constables, all wearing the same type of helmets as are used by the boys in the trenches, were fighting the flames and trying to get into the structure. Finally we saw them bringing out bodies—bodies of women and children.

It was a business establishment and we wondered what so many people were doing in it at that hour of the night. We were told that it was an official shelter and the victims had been caught like rats in a trap by the flames. We watched them carry away the charred bodies until it became sickening. I went home, but I didn't sleep.

It was that very scene that inspired John



Glenn Condon speaking from rear platform of train on tour for the Red Cross thru southeastern Oklahoma.

Flint to write a poem, the first verse of which appears at the beginning of this article. It is a poem which indicates the real "effect" of these raids. Here is the rest of it:

And the night is filled with flame and thunder,  
And the weeping wail of the shell;  
And here—and there—on the earth—and under,  
Are the fires of Hell.

And here, where the strong walls bow and scatter,  
High, high piled—  
This was a woman—nay, look not at her!  
This was a child.

The old blind gods came up to slaughter,  
Pitiless, cold, and gay;  
And here is a mother, a wife, a daughter,  
Crushed into clay.

All you had in the world to care for—  
Mother, or child, or wife!  
Blindly you puzzle and wonder wherefor  
They took her life.

What had she done to them? Could they not  
spare her?  
Must they stamp her flesh to a clod?  
Must their devilish engines batter and tear her?  
Answer us, God!

We swear by our dead that our heart shall harden;  
To stone we will harden our heart.  
Henceforth for the Hun there shall be no pardon  
'Till death do us part.

We will break *their* houses as ours are broken,  
We will slay as the Hun has slain;  
We will give them bitter tears for a token  
Of all our pain.

Lest the earth turn to a desolation,  
With feet steel-shod,  
We will spurn and trample this evil nation  
With the wrath of God.

#### The Indignation of "John Bull"

One of the most unique periodicals in Great Britain is the weekly paper *John Bull*, edited by Horatio Bottomley, a talented writer who is constantly being arrested for libel for the reason that he is always attacking somebody, and the higher their station in life the more delight he seems to get out of it. He is not in particularly good favor with the government and he has many faults, but that does not alter the fact that after he had witnessed the scene I have just described he was moved to write one of the most powerful indictments of Germany I have ever read. He described the spectacle, and then made this observation:

"To what extent we have taken up the challenge of the air—in what manner the government has set about the task of answering the German in his own coin, matters for the moment but little. The terrible fact, the insistent thought, is that once again the murderer in the air has brought ruin and desolation on various areas in the metropolis of the British Empire.

"As I stood 'somewhere in London' with aching heart and eyes wet with tears, watching the flames mounting higher and higher, and knowing full well that under the awful debris of bricks and iron lay the mangled bodies of women and children, I could not but feel inflamed by burning indignation—stirred by the spirit of revenge. Then, as I gazed upon the full moon, and the sky blood-red with flames, my thoughts turned to pity; my soul was racked with deepest sympathy; my heart bled for the innocent victims of the insensate hate of the Hun—the

men, women and children sacrificed on the fierce altars of a nation's worship of the Demon of Might."

#### Word Picture of Holocaust

Let me repeat one small portion of his description of that holocaust:

"There, in pits filled with water from innumerable fire engines, floated the bodies of the innocent; old men, twisted into grotesque forms stared at the avenging skies; a woman with two children at the breast had breathed her last prayer of love and protection; another poor soul had delivered her pitiful burden in the very hour of death.

"And yonder, surrounded by the scarred bodies of the little ones who had gone to him for cheer and comfort, lay the burnt body of a splendid rector of the church. It was his wont on raid nights to visit the shelters of his parish—to cheer the children, to comfort the mothers, to speak brave words to the men—and when the bomb, with murderous directness, crashed through those concrete floors and completed its ghastly task, the first to fall amid the flames and the dust was that Man of God."

His closing sentence, being written in the American language, express my sentiments better than I can express them myself:

"I have now seen the war at home—and until the haunting picture of those murdered old men and women and little children and of that splendid priest of God was erased from my brain, 'To Hell with Germany and all that is German!' shall be my daily prayer."

#### World Must Be Purged

The world is aflame, the nations of the earth are in death grips. On the one side, callous cruelty, the fight for the devil's power; on the other, Freedom and Civilization, a struggle for all that is best in human nature.

Unless the Allies, the men battling with these flames of Armageddon, put out the fire, stem the holocaust, there will be left the smouldering ruins of a dead world. And at any moment the conflagration may break out anew; mankind will never know security or peace, and the armies of the world will be forced to stand to attention, ready at any moment to set the engines of destruction into operation once more.

Germany has violated all the creeds of men. She has set at defiance every law by which the peoples of the earth keep faith and friendship. She has set the world ablaze. If it were possible that the Hun could prevail, all that is best in the religion of humanity, all that is purest in the brotherhood of man, would be destroyed, and smouldering ruins, hiding the dead bodies of Justice and Right, would bestrew the world.

We must finish this business!

God speed the day.



# Free Ports and What They Mean

By Herbert P. Pearson

REPRESENTATIVE Sanders of Louisiana has introduced into Congress a bill "to provide for the establishment, operation and maintenance of free zones in the ports of the United States." This is the first Free Port Bill so introduced. It authorizes the Secretary of Commerce to grant the privilege of establishing free zones in or adjacent to the ports of the United States with preference given to the application of public corporations.

In these zones, vessels may discharge their cargoes free from customs supervision and there the cargoes may be repacked, assembled, sorted, refined or mixed with foreign or domestic merchandise, or manufactured. When such goods are sent or carried in the same vessel from the free zone into the customs territory they shall be subject to all customs regulations. Applicants must describe the desirability and fitness of any proposed location as well as the area, ease of isolation and possibilities of future expansion and they must state the present, and prospective foreign, domestic and transshipment commerce which would make use of the zone.

Until it is realized that free ports are destined to play a great part in the huge world trade which is likely to come to the United States after the war, the subject must seem somewhat dry and liable to be suspected of political propaganda. The fact is that it is of intense interest to every American business man and has no connection whatever with any political tariff discussion.

## *Their Place in World Trade*

No better introduction to the subject can be made than by quoting the prefatory remarks to a bulletin recently issued by the Merchants' Association of New York, which says:

"The natural products of non-manufacturing nations find their markets in all parts of the world; but they seldom pass directly from the points of origin to the points where they are converted into manufactures. They first are assembled at domestic ports and thence move to distant central points of concentration, where they are transhipped and distributed to the numerous manufacturing nations.

"The great selling markets of many important raw materials, originating in every part of the world, are at these central points of concentration, of which London and Hamburg are the chief. The United States as well as many other nations, therefore, go to London and Hamburg to buy a wide range of the natural products of South America, Africa, Asia and the Pacific Islands and pay enhanced prices therefor.

"The natural products of distant non-manufacturing countries concentrate mainly in Europe, because of the fact that such countries buy in Europe most of the manufactured articles which they consume, that those articles are carried to them in European ships, and that in those ships they send back return cargoes of their own products to the great distributing markets of Europe.

"At the close of the war the United States will have a great fleet of merchant ships and a greatly enhanced export trade in manufactured products. On their return voyages those ships will be laden with the natural products of many countries; and those products will be assembled for re-sale and distribution to the countries of ultimate consumption at the ports where shipping concentrates, where freight rates are attractive and where facilities for speedy transshipment are readily available.

"The conditions of the immediate future are

highly favorable to localizing in some of the principal American ports a large part of the distributing trade in the natural products of non-manufacturing foreign countries, which products now proceed to and are distributed from European ports. To this end it is, however, essential that such trade encounter no unnecessary obstacles in our customs laws. The purpose of a free port is to remove such obstacles, by permitting foreign commodities to be assembled, sold and transhipped here, without customs, delays or imposts."

## *Three Classes of Free Ports*

Typical transshipment products alluded to above are: rice, coffee, cocoa, sugar, cotton, wool, rubber and mahogany. Such products are more economically shipped in bulk to centers where they can be cheaply sorted, refined, shipped and repacked and this naturally diverts them to ports in free trade countries and free ports in tariff countries.

There are three kinds of free ports:

1—Naturally free ports such as London and Liverpool, which are free because they are in free-trade countries.

2—Colonial free ports, such as the English and German ports in the far east where the conditions are local.

3—Free ports, such as Hamburg and Copenhagen, in high tariff commercial countries.

It is the third class which is generally understood in America when the term "Free Port" is used and it is this class which is now being discussed.

Such a free port consists of a district in or near a port, isolated from the rest of the port by barriers. This district is not entered by customs authorities, who confine themselves to guarding its boundaries and imposing the usual formalities on goods which leave it for the interior or for other domestic ports. It is equipped with wharves, warehouses, and buildings fitted up for the economical handling and transshipment of merchandise. It is a district where all ships, irrespective of flag or cargo, may enter and depart without interference, and where all sorts of sorting, refining, grading, mixing, assembling and sometimes manufacturing may be carried on without customs interference.

## *The European Free Ports*

The idea was started by Germany where the harbors of Hamburg, Bremen, and Luebeck were left free when these cities were taken into the customs union. The principal free ports in existence today are Hamburg and Bremen in Germany and Copenhagen in Denmark. Others are found at Trieste and Fiume in Austria, while several Italian ports have the Free Port arrangement in a limited form.

The capital necessary for the creation of the original free ports came partly from the state which paid for the land, dredged the water ways and built the quays, while private companies paid for warehouses, tracks, cranes and buildings. In each case the administration was controlled by the state.

The European free ports usually confine themselves to the mixing, sorting and partly manufacturing incidental to transshipment trade, tho

in Hamburg Free Port there is a good deal of regular manufacturing done as well.

## *Transshipment Difficulties in America*

When it comes to considering the subject of free ports in relation to the ports of America, it is best to ascertain what are the present facilities for handling the transshipment trade at those ports. Under present conditions a preliminary permit has to be obtained before a ship can dock, otherwise a delay of 24 hours occurs and this delay is sometimes unavoidable.

A six months' bond of \$50,000 has to be filed with the customs authorities and either the duties have to be paid on the cargo discharged or the goods have to be stored in a bonded warehouse.

The duty is recoverable in the form of what is known as "drawback" when the goods are re-exported and this drawback consists of a 99% rebate of the duties to which the goods have been subject. There is a great deal of annoyance and delay in obtaining the drawback and for this reason and the fact that the absorption of capital in payment of duties is thereby avoided, goods for re-export usually go to bonded warehouses where further fees have to be paid, formalities gone thru and customs annoyances endured.

If the goods are imported for purposes of sorting, mixing, refining or repacking, for which operations the bonded warehouses offer no facilities, then considerable capital has to be sunk in duties paid before the goods can be removed from customs supervision.

In addition to the customs delay, the cost of docking in the American ports is much higher than in the European. For instance, the Interstate Commerce Commission in 1912 found that of the total integral cost of water transportation between New York and Galveston, a distance of 2,200 miles, 60% was incidental to docking the vessel and only 40% to ocean transportation.

## *Advantages and Objections*

It is claimed by the advocates of the free port idea in America that its adoption would very materially decrease both the expense and the delay described above and thus facilitate the transshipment trade at American ports.

Thus, it is claimed that in the case of raw materials purchased at a free port for future use, customs duties may be deferred by the storage in the free port warehouses more economically and satisfactorily than in the existing bonded warehouses, while the free port area is an advantageous location for plants assembling foreign made products both for reshipment and for sale in customs territory.

By far the greater part of the present transshipment trade of the world is done in Europe.

The Hon. Frederick C. Howe, United States Commissioner in the port of New York says:

"It is the countries that have substantially free trade that do the carrying trade of the world. They are England, Germany (thru her free ports), Belgium, Holland and Denmark. The great bulk of the carrying trade is done by Great Britain, because she is a free-trade country, and a reference to the rise of British shipping in the years which followed the repeal of the corn laws shows a tremendous and immediate increase in her over-seas trade following the establishment of free trade. For 50 years she has

been mistress of the seas, for the very simple reason that ships could come to her ports from all over the world; they could there discharge their cargoes and find other cargoes awaiting them without delay. Here there were no obstacles, obstructions, or tariff barriers to interfere with traffic."

Whether or not it is desirable to have low tariffs, high tariffs or no tariffs is another question entirely. The free port question is merely an effort to assist shipping at a time, on the conclusion of hostilities, when the United States with her high tariff will need all the facilities possible for using her enormous merchant tonnage and to assist her large export trade.

The objections to the free port movement appear to be that an easier way of overcoming the present difficulties and delays can be found; that the deciding of a Free Port location presents

tremendous difficulties; that the United States produces most of its raw material at home; and that the United States is not yet big enough as an export nation to warrant such a step.

The first attempt at organized effort in promulgating the free port idea in this country was made by the Merchants' Association of New York who sent Philip B. Kennedy to Europe to study the question and from whose report of January 1914 much of the information in this article is derived.

The other ports that have taken an interest in the movement are New Orleans, San Francisco, Chicago, Boston and Houston, but judging from the relative value of drawbacks and bonded warehouse business, New York is pre-eminently the first port to start with, being in

fact the great transshipment harbor on the Atlantic coast of North and South America.

In conclusion the free port agitation is one entirely distinct from the tariff question and need perturb neither protectionist nor free-trader. The former should understand that all foreign goods actually imported into the country to stay here would still be subject to the customs regulations on leaving the free port. Free traders on the other hand can comfort themselves with the thought that the advantage derived from the possession of free ports is at least one argument in favor of the abolition of all customs restrictions.

(Note: Herbert P. Pearson, author of the foregoing article, is a member of the Rotary Club of New York, N. Y. He is a director and general manager of the Cravenette Co., U. S. A., which owns and controls this process of treating cloths in the United States.)

## Free Port Advocated for Vancouver, British Columbia

(From "The Daily Province," of Vancouver)

NOT only in British Columbia, not only in Canada, but among trading communities possessing the wide outlook in every country in the world, a great deal of interest is being manifested just now in the future prospects of the Port of Vancouver. All who know its situation agree that the prospects for the development of this great port are exceedingly bright.

It is generally recognized that Burrard Inlet is destined to become a very busy centre with the greater use of the Panama Canal after the war is over and merchant shipping is resumed on a large scale. It is fitting, then, that active preparations should be made for the reception of the business which will place the Port of Vancouver among the leading seaports of the world.

Efforts have and are being made to secure the nationalization of the port. *The Province* publishes the following, embracing the ideas of a prominent Vancouver man who has given careful and close study to the subject, and who is a strong advocate of the establishment of a free port as the best means for the fostering of trade:

Vancouver is so favorably situated by reason of its magnificent harbor and its general geographical location, that it should become, by a comprehensive and logical development of port conditions which would capitalize its many natural advantages, the greatest port on the Pacific Ocean.

Its natural advantages, however, have been, in the past, handicapped rather than assisted, in the matter of policy, and by a general lack of port development on a comprehensive scale. What would make the Port of Vancouver the greatest port on the Pacific Ocean would be to constitute it, at as early a date as possible, a national free port.

### The Two Phases

The question of a national free port divides itself into two main phases, the first phase being that of the nationalization of the port. This has two aspects to it, the first directed to reducing the cost of shipping in the port. The second is increasing shipping facilities within the port. The question of increase of port facilities would take care of itself under a sane and logical policy of future development of the port and is not a matter that would require to be dealt with immediately or all at one time.

The essential and immediate thing to be attended to is the first aspect of the matter—that of reducing the cost of shipping. In regard

to this, when Vancouver was created a national port the Dominion Government would have a national obligation to the port and would assist in its cost of upkeep and development by adequate annual grants.

Vancouver is peculiarly situated as Canada's greatest open-all-the-year port and in a unique position relative to Pacific trade. Its development as a Canadian port is much more than a local question, and it needs no argument to support the contention that such a port in the general interests of Canada should be nationalized.

This was the conclusion and finding of the commission of which Mr. J. H. Ashdown of Winnipeg was a member and which investigated and reported on harbor matters some years ago.

Under such a scheme, the port would be under a harbor commission which would be a board largely of an honorary nature, and composed of representatives of the city and surrounding districts immediately interested, as well as of representatives of the Dominion Government and Shipping interests. Such a harbor commission would have full jurisdiction in the control and government of the port.

By reducing the cost of shipping in the port, it would make Vancouver the most favored port of call on the Pacific. By increasing the shipping in the port, it would immediately give a favored position to Canadian exporters in the matter of transoceanic freights and charter parties.

### Making a Free Port

The second phase of the matter is the one which aims at constituting Vancouver a free port as well as a national port. This can be done either partially or in its entirety; on the one hand by creating free zones—free from customs regulations, which would create various zones of bonded warehouses for the trans-shipment of cargoes; or, on the other hand, by constituting the port a free port in its entirety. The free zone, in the latter case, would be co-extensive with the territorial limits of the city.

With the latter object attained, the great advantage and benefit to the city becomes at once apparent. The city of Vancouver would then be under the enjoyment of free trade with the world, within the territorial limits of the city, unhampered by customs duties and regulations. This would at once reduce the cost of living to every citizen within the territorial limits by at least 40 per cent, compared to any other

place on the continent, either in Canada or in the United States.

This would immediately begin to attract a large population.

It would also place all local industries and manufacturing in the most favored position possible, as they would be able to get all their plant and equipment and necessary raw material free of duty, and would, therefore, be able to enter into competition with manufacturing anywhere on the most favorable basis.

Under free port conditions the labor situation would readjust itself, owing to the lower cost of living. The cost of labor to the manufacturer would become relatively less and all labor, both expert and general, would be more readily available for local manufacturing owing to the more favorable conditions in respect of the lower cost of living as compared with other places on the continent.

### Main Objection

The main objection to this on the part of the Dominion Government would be on the score of loss of revenue through customs duties collected at the Port of Vancouver on goods imported for local consumption. This could be met by a system of direct taxation to make up that loss of revenue, and the city would be by far a gainer, as all taxation would be going to the government direct and not to the manufacturer as is the case under the present system of high tariff taxation.

Under the present system we pay not merely tariff taxation to the government in direct imports, but we also pay a profit on that tariff taxation; and in addition a huge profit to the eastern manufacturers who take advantage of the present tariff taxation, none of which latter cost goes to the government whatever.

The Dominion Government could have no other objection than that of loss of revenue, and this being met by direct taxation, there could be no valid objection on any score when it is conceded that the Port of Vancouver, in its geographical and commercial location, is eminently adaptable to nationalization.

The development of the Port of Vancouver means the development of Canada's export trade generally, and it becomes a matter of wide national importance to take full advantage of the situation of this port in its relative position to the development of Pacific trade.



# They Serve Best

By Montague Ferry

**F**EW Rotarians will deny that service sells goods, brings repeat orders, creates valuable "word of mouth" advertising and acts as a general mainspring when applied to a firm's relations with the outside world.

From a personal standpoint, many of us have become better citizens, better fathers and husbands, and better fellows generally thru inoculation with the deeper principles for which Rotary stands. It is possible then, that we can afford to venture a bit farther—to carry our convictions into a field that offers a vast opportunity for service, and by no means lacks the possibility of resulting profit.

The nineteenth century was notable for the vast strides made in the more mechanical forms of engineering. To venture a list of the wonder working devices and machines that were brought to practical use in the last hundred years would be to attempt the preparation of another dictionary, but the suggestion is sufficient. It is quite probable that this age of cutting down the time and cost of production with machinery has had a very natural effect on the relation of the employer with his men.

In the last few years we have been hearing much of scientific management, efficiency engineering, bonus plans of wages, time and motion study, and other scientific methods of speeding up production. Some of the brightest minds are devoted to this form of engineering, and the results have been wonderfully effective. In fact it is making as rapid strides as mechanical activities made in the last century.

## Defect in Machine-Like Methods

With all the synchronizing of effort, the planning and systematizing of factory methods, and the determination of the most efficient way of doing the given task, there has been a definite lacking note, and of late men have come to realize that there is a big, age-old factor that cannot be reduced to a mathematical, cut-and-dried formula.

The selling department of industry found it first. Salesmanagers have learned that salesmen who speak a certain verbatim "piece" to a certain number of prospects each day, do not necessarily sell the goods. They have come to believe that a tailor's dummy with a phonograph in its chest does not sell enough merchandise to pay for shipping it around the country. And today there is no progressive director of selling effort that does not give a large share of his study and attention to keeping his salesmen "keyed up," loyal to the house and the merchandise it sells, and full of enthusiasm for the results of their work.

Conventions of salesmen are quite common and they are held largely to stir up enthusiasm. As our philosopher friend Van Amburgh puts it:

"The real secret of salesmanship is locked up in energy and unlocked by enthusiasm."

Keeping salesmen at concert pitch is a fine art and it pays big returns, but stripped of its accessories, the art is merely a case of rendering a service to those men—helping them make the most of their own abilities.

## Efficiency Work Not Enough

Americans are a race of salesmen, and this may account for the fact that we have considered the necessity of keeping our trade ambassadors properly enthused, while we somewhat neglect the people who sit or stand at the desks and benches. To be sure, some of the more progressive employers have called in outside counsel to standardize and make more efficient the work of the individual, but that is merely aimed at the physical side, and has no relation to the efforts directed to the mental well being of the sales force. The comparison can well become odious to the factory or office help, because to them the salesman has a rather pleasant time anyway, and they can't see just exactly why he should be petted and treated like a prize animal.

It is a perfectly safe conclusion that efficiency work does not do all that is needed. Neither does so-called welfare work bring about a state of mind and heart that is conducive to the best

## THE BUSY ROTARY BEE

How doth the little Rotary bee improve  
each shining hour!  
He flits about the business world and gets  
sweets from every flower;  
And stores up safe his winter's store of  
friendship, smiles, and cheer,  
To feast upon when winds are cold and  
winter time is here.  
The honey bee and Rotary are much  
alike—except  
The first bee in the sunshine at his tasks  
is most adept  
While Rotary is busiest when clouds are  
in the sky  
And friends, perchance, seem lacking, and  
the well of cheer runs dry.  
No need is there to save the smiles against  
the morrow's brew;  
The more we spend, the more there are,  
for us and others too.

—John Woods, Rotary Club of Roanoke,  
Va.

results. Welfare work, unless very carefully handled, is an extremely dangerous force—and in this statement there is no implication that the majority of employers undertake it with any but the best of motives. However, it is only necessary for the reader to stop and consider his attitude toward unexpected and uncalled for gifts to realize one of the principal dangers of ill-advised attempts to win loyalty and interest thru this method.

Furthermore, mere contentment is not the goal toward which the employer should strive. Employees may be contented with conditions, but if some interested individual appears and offers them a little more to go elsewhere they are no longer contented. People that are merely contented do not accomplish a great deal as a rule. On the contrary it is the man who can find something to strive for that is doing the best work, and the problem is to get his enthusiasm and interest engaged in your institution to such an extent that he does not have to look elsewhere for mental occupation.

## Ask Yourself These Questions

Before you say that these things are not so

vital in the case of factory hands and office help, just stop and consider the following questions:

What causes labor disputes?

Why do you have a labor turnover that runs one hundred, two hundred and in some cases to five hundred per cent, and costs you infinitely more than any strike?

Why is it a never ceasing effort to keep up the quality?

Why does apparently needless waste of material persist in spite of the most heroic efforts to stop leaks?

Why are some of your most promising sales campaigns strangled thru inability to keep your factory and office properly manned?

When you have thought about these questions and a few more that they may suggest, perhaps you'll agree that enthusiasm, loyalty, and interest are just about as vital in your "home force" as among your salesmen.

Here is a paraphrase of the Rotary motto. It is not designed to take the place of anything, nor is it expected that anyone will have it engraved and hung where he can look at it each morning. It does, however, express a very fine application of the original motto, and while the word profit does not appear in the printed line the adoption of the principle will make a wonderful showing in the ledger:

THEY SERVE BEST WHO ARE BEST SERVED.

It doesn't mean passing out gifts to your people in the form of ten per raises, pearl necklaces or free dwellings. It doesn't mean a lot of smooth, pleasant oratory about the dignity of labor and the debt the working man owes his boss. You can do all these things and a lot more along that line with all the sincerity in the world and still be thoroly misunderstood. In addition you may have the chance to learn that welfare work is sometimes a boomerang that develops speed and accuracy on it's return trip.

## Learn to Give Yourself

This little brother of the original motto is not worth anything unless you have learned the lesson of Rotary—to give *yourself* in the form of careful thought, desire to do, and a conscientious attempt to get the other fellow's viewpoint.

You can be absolutely just, and still you may not get loyalty. You can attend church three times on Sunday and still have your men brand you as a close relative of the devil. You can give them raises and still have them jump to your competitor without notice. You can give them hundreds of other things and get no more hold on them than any other man who can pay the same scale.

But mix a little human understanding with those things and the story is entirely different. Consider them as men and helpers rather than as machines and units. Consider yourself as a man first, and a scientific executive afterward.

Show your men a little of the side that you exhibit at the club, in your home and out on the golf course. Don't be so ready to shy at being human—men who are better executives than most of us aspire to be have found that it pays big dividends to be human first.

In other words try out the Rotary motto in your relations with those who serve you and you'll realize anew that

HE PROFITS MOST WHO SERVES BEST.



# Rotarian

## *When Will the War Be Won?*

**T**HE Hun wants the war to end. He is anxious for peace. Peace at this time would mean victory for him, victory for the malignant theory of life to which he subscribes. He wants to quit fighting while he has his bloody hands full of the spoils of war. He wants to quit now so that when the Allies lay down their arms he can say to his people:

"See how it pays to wage war our way? We have suffered, but our enemies have suffered more; our lands have not been invaded and looted; our women have not been outraged; our children and other defenseless ones have not been murdered; our wells have not been poisoned; our churches have not been shattered; our trees have not been cut down and salt sown upon their roots to keep them from growing again; our enemy has paid our war's expenses in loot and in conquered territory even if not in money. We were right. War is a paying proposition, if the war is waged with all the cruelty and ruthlessness which a German military mind can devise."

Yes, the military power which we know as Germany is anxious to make peace now. Even if forced to give up some of its loot, it would still be strong enough to begin immediate preparations for another world-conquest war that would prove more successful.

"When will the war end?" and "When will there be peace?" are two questions which should not be asked by the one who has the best interests of the world at heart. The question should be, "When will the war be won?" And the reply should be instant and definite: "The war will be won and real peace will be established when Germany has been completely beaten and she has surrendered unconditionally. The war will be won with the unconditional surrender of Germany. No sooner."

Rotary, at the Atlanta Convention in 1917, dedicated itself and all its members to the supreme duty of winning the war. The pledge was renewed with greater energy and determination at the Kansas City Convention last June. Rotary clubs and individual Rotarians are giving continual evidence that the pledge is being kept.

The war will be won when certain definite things are accomplished. The Allies went into the war for a definite purpose. That purpose was to remove the menace to the world's civilization and humanity which the existence of the military power of Germany entails. Each day since the war started the true character of this military ideal has been more clearly revealed; with this revelation has come a clearer understanding of the necessity of destroying this power if there is to be real peace, civilization, and progress in the world.

German military power has proved itself to be a wild beast endowed with human intelligence and savage cunning. It is a predatory beast. It kills for the lust of killing. It cares for nothing except its own success and looks upon anything as legitimate which will contribute to that success. It has violated all the canons of human decency, of international morality; it is an outcast among the nations, seeking by force to compel them to accept it again into the family circle; it is a moral bankrupt without assets; it must be purged of guilt before being readmitted into the family of civilized nations.

The proof that this purging process has been accomplished cannot be found in any peace talk until Germany has surrendered unconditionally. Until this is brought to pass, the war cannot

be won. An unrepentent Germany will be a victorious Germany, still a moral bankrupt and with none of her debts paid. Peace and complete victory over Germany are synonymous terms. There can be no real peace without such a victory. Any sacrifices to accomplish this made now will be small in comparison with those which must be made if Germany is not thoroughly beaten and purged of her belief that war is a paying proposition.

The military ideal which dominates the German leaders and the German people must be eliminated from their thoughts. This cannot be done until the leaders and their obedient followers have been compelled to see that the policy of brute strength does not pay.

Peace depends upon the unconditional surrender of all Germany. Any peace talk by anybody under any guise before then is a blow at the cause of the Allies, a stab at the back of humanity.

## *Exterminating Enemy Disease*

**A**LL diseases that attack mankind are enemies to our health and happiness. More than that they threaten to destroy our very existence. Cholera, smallpox, and yellow fever have been tackled and conquered. The next attack must be upon the venereal diseases. It must be an aggressive attack. It must be supported by the morale, the services, the sacrifices, and the funds of all the people. In the mobilization of the armies of the Allies, great things have been accomplished, the greatest among them being the successful attacks upon the venereal diseases.

A great movement has been started to make the attack upon these diseases general throughout every nation. The battle will be waged in every community. In the United States the fight will be waged in great cities and little hamlets. This fight will be led by the Surgeon-General of the U. S. Public Health Service. The War and Navy Departments, the National Council of Defense and the various State Councils of National Defense will give their support.

The Rotary clubs are pledged to assist the government in this great fight. Every Rotary club will be an outpost of the Government forces. The Rotary club will endeavor to get the people of its community to assemble together and listen to information concerning the situation confronting it. The Rotary club will serve as a medium for the presentation of this matter to the community until it shall appear that there has been developed in the community a clearly expressed community consciousness of the seriousness of the problem confronting it, together with a recognition of the community's responsibility and a determination to meet and cope with the problem.

## *Giving Proper Credit*

**R**OTARIAN RALPH B. BAIRD, staff photographer for *The Kansas City Post*, made a number of splendid photographs of the Rotary Convention. Some of them were printed in the September issue of this magazine. By a mistake they were credited to Val B. Mintun. Val is a good amateur photographer and has sent some excellent work of his own, but he didn't take Ralph's pictures—except to take the prints and mail them to the magazine.



# Editorials.



## A New Nation

EXILES from their country, fighting in another land to help the people of that land throw off the yoke of the common tyrannical enemy, the Czecho-Slovaks have literally fought their way to both freedom and nationality. Months ago, they were recognized by Great Britain, France and Italy, and now "The Government of the United States recognizes the Czecho-Slovak National Council as a de facto belligerent government." The provisional national council of this government maintains its headquarters in Paris. Professor Thomas Masaryk is the head of it. The Czecho-Slovaks are patriotic Bohemians from Moravia, Austria, Silesia, and northern Hungary. At one time they walked out of the Austrian army and joined the Russian army. Now they are fighting their way thru Russia to effect a juncture with the Allied forces that have been sent in from Archangel and Vladivostok. They are fighting against the Germans and the Bolsheviki. The recognition of the Czecho-Slovak Government is the first step in the break-up of that mixture of races and nations which has been known as Austria Hungary.

## No Time to Let Down

THE Allies are winning victories in France and Flanders; the Russian chaos is beginning to look more hopeful; the British Isles, France, Italy, are well supplied with food and the raw materials needed; there are bountiful harvests in the United States; the submarine menace has been turned into an incident which cannot change the course of the war; there are reports that the German morale is breaking.

But even so, this is not the time for the civilian to let down in his efforts. The threat of famine has been successfully met, but the necessity for food conservation is almost as great as ever. The United States and Canada should pile up a big surplus of wheat and meat. Wool and cotton and leather should be conserved; paper should be conserved; sugar must be conserved; gasoline must be conserved; and coal and other things.

Just because Hoover has let down the bars a little does not mean that Americans should try to jump over the fence and eat all the white flour they can.

The civilian in every Allied country needs to watch his actions just as carefully now as ever. Even greater precaution should be taken lest something which he does may delay for one minute that complete and decisive victory for which the soldiers are straining. Let us watch that we do not make their work more difficult by trying to make our own lot a little easier for a moment. The things we did last year to help them and the war did not hurt us in the least—they helped us. Let us keep up the work, in every detail. This is not the time to let down.

## Bonds and Bonds

THERE is one kind of bond that enslaves; and there is another kind that frees. The bonds which Germany seeks to impose upon the rest of the world are the bonds of slavery—economic, political, even personal slavery, to the Kaiser and his empire.

The bonds which the United States Government is offering to its people, the Fourth Liberty Loan, are the bonds which free. There are only two choices for those who live in the United States. Any man or woman or child who is earning any money is confronted with the question: Are you for the German bonds or for the American bonds?

The resident of the United States who is able and fails to subscribe for one or more of the Fourth Liberty Bonds does not deserve to live under the protection of the Stars and Stripes.

There are few money earners who are unable to subscribe for a bond. The way is made easy, and the way to pay for it is made easy. It is no valid excuse to say that you cannot subscribe because you make just enough to meet expenses. These are war times. You are not expected to live as you do in peace times. You are expected to sacrifice something. You can cut down on some expenditures that are not vital and thus provide a way to pay for your bond subscription.

If you are unwilling to make some sacrifices you are unworthy of your country, unworthy of the men who are fighting your battles in Europe.

## The High Cost of Litigation

THE high cost of litigation, both in time and money, has deterred many men from taking legal action to enforce the payment of legitimate claims; many another has made a poor compromise rather than undertake an expensive and time-consuming lawsuit. The old-time lawyer who advised his client that "a poor compromise is better than a good lawsuit" would find modern conditions in most American cities a splendid testimonial to his acuteness.

In many instances the delays of the law are occasioned by a congestion in the courts. In some of the American states the cumbrous system of practice of the old English Common Law, as it was at the time of the Revolution, is still in force, made more cumbersome by additional technicalities and so-called "safeguards" that have been added in the course of more than a century of practice in the United States. In others of the American States there prevails what is known as the code system of practice which was designed to simplify, shorten and make less expensive the legal procedure. In these states the high cost of litigation is burdensome in the densely populated sections.

All these statements apply to civil practice. In criminal

## What Is My Share?

What is my share?—What should I pay?

To help the causes of the day?

Relief-work, Loans,—what must I spare

To keep the balance true and fair

'Twixt what I keep, and give away?

*Answer me that, I will obey.*

*I know I have my part to play.*

*In all this People do or dare,*

*And—gladly—will I do my share;*

*What is my share?*

Ah, folks at home, who work and pray,

Let us just do the best we may;

Remembering—if we truly care—

How many millions, over there,

Give all they have, and never say

"What is my share?"

—Charles Henry Mackintosh, Rotary Club of Duluth, Minn.

# As Rotarians See Things

practice the delays are greater and the congestion much worse. Some lawyers find an additional cause for this condition in the grand jury system of finding indictments, and in the jury system of trial as changed from the original Common Law jury system. When the jury system was inaugurated in England, centuries ago, the jurors were selected because of their knowledge of the case; now a juror who knows anything about a case, either from personal knowledge, from reading or "hearsay" in other forms, has little chance of being accepted.

The Municipal Court of Chicago was a big step in the reform of legal procedure in that city. It operates under a special law, makes its own rules of procedure to a certain degree, and has been able to dispose of many more cases than the other courts operating under the old Common Law procedure. About three years ago this court instituted another departure in legal procedure, which is working to splendid advantage. It created a special branch to dispose of all civil cases involving not more than \$35; in this branch, with the consent of litigants, trial procedure is reduced to the minimum necessary to a proper presentation of the law and the facts; all technicalities are eliminated; the judge elicits the facts in a short time and announces his decision promptly.

This informal procedure works so well that the jurisdiction of the branch has been extended, first to include cases involving \$50, then \$100, and then \$200. Appeals have been very rare; demands for jury trials are seldom made; the rendering of justice does not cost more than it is worth to the successful litigant.

This is a step in the simplification of legal procedure which might be duplicated in many another American city with profit to all concerned. It is a step of progress in the effort by the state to render more effective service to its citizens.

## *Stand Up, Rotarians*

**D**URING convention week in Kansas City a gallant Rotarian gave his street car seat to a lady. A newspaper commented on it. Rotarian Emmett O'Malley introduced a resolution in the Kansas City Rotary Club to start a movement to pledge every Kansas Citian to give up his seat to any woman who may be standing in a street car or other public conveyance. Upon the adoption of the resolution the newspapers commented favorably and the ministers of the city appealed to their congregations to follow the example of the Rotarians. One newspaper stated that "the Rotarians expect all gentlemen to stand together in this crisis of municipal etiquette, and if necessary, hang together—on the straps." The Rotarians have been given credit by the general public for being entirely sincere in this movement and such adjectives as "chivalric," "knightly," and even "heroic," are being applied to the Rotarians. Great credit is promised them if they succeed in solving, even to a partial extent, the problem of courtesy to ladies.

## *A Chance for the Older Boys*

**A**ND now the Older Boys have been given their chance—the Older Boys in the United States, those included in the new draft law calling out all men up to the age of 45. The world will find Americans of the older age just as ready to respond to the call as were the men under 32. There will be many who will

champion because of duties and responsibilities which will compel them to remain at home. But many of them will be ready and able to go and will go and they will prove to be good soldiers. Germany will find that the enthusiastic thought of youth and the mature deliberation of middle age in the United States are agreed that the first duty they owe to the world, to their country, to themselves, is to do everything they can to give Germany a thorough drubbing.

## *Christmas Toys for the Children*

**T**HE request from the U. S. Government that all Christmas giving, except Liberty Bonds and War Savings Stamps, be dispensed with this year, has been modified so that the children may have their toys. It was shown to the governmental officials that practically all the Christmas goods had been manufactured and contracted for, and that there would be little saving of labor, etc., and considerable waste if the stuff was all junked. So, with the understanding that retailers will not increase their sales forces for the "Christmas rush," the Government has modified its previous request. The year 1918 will be a good time for activity upon the part of the Society for the Prevention of Useless Gifts—the "SPUGS." The Christmas Spirit, if it is genuine, does not depend upon the giving of presents, and there is very little of it manifest in the "Christmas rush" with its racking of nerves and wrecking of tempers. Make it a Children's and Soldiers' Christmas, and do your shopping extra early.

## *Alcohol, a By-Product of Bread*

**T**HROUGH the seizure of a still in a bakery in New Mexico, where a quantity of alcohol was discovered that had been distilled from bake-oven fumes, considerable discussion has taken place concerning the feasibility of manufacturing alcohol as a by-product of bread. This still was a crudely constructed affair, the vapor from the bread being conducted from the oven into a worm, which was cooled by passing thru a barrel of water, condensing the vapor. The baker was not arrested, as it was clearly shown that no evasion of the law was intended. However, possession of a still is in violation of the law, and this one was seized by the Internal-Revenue Service. This baker states that quantities of alcohol can be manufactured for war use at a very small cost by Army bake shops and bakers in large cities. The practicability of the plan remains to be worked out.

## *Committee Reports*

**I**N THIS issue appear some of the Committee Reports presented at the 1918 Rotary Convention. The conclusions and recommendations therein should have the earnest attention, not only of club officers, but of club members generally. Rotary is a democratic organization. It is what the members of each club make of that club. If it is worth while to have committees, if it is worth while to have Conventions to consider and adopt committee reports, it certainly ought to be worth while to the clubs to follow thru in their respective communities with actions recommended in the reports.

**Paper Must Be Conserved**



# The Sinn Fein Movement in Ireland

From The Christian Science Monitor

THE SINN FEIN movement in Ireland is not one that lends itself readily to explanation to those unacquainted with Ireland itself. It is easy, and of course, not incorrect, to describe it as a revolutionary and a separatist movement, for it is both of these. But it is in its methods and central policy that Sinn Fein differs from any other revolutionary movement in almost any other country. It owes this peculiarity largely to the way of its inception.

The movement was quite 10 years old before it got its present name, which means "Our-selves," or to give the Gaelic its full force, "Our-selves alone." It first began to take shape in the year 1893. The House of Lords had just made shipwreck of Mr. Gladstone's second Home Rule Bill. The Liberal Party, with its small majority, was evidently almost moribund, and, altogether, the prospects of Home Rule seemed of the darkest.

## A Glance Backward

But before proceeding further, a hasty glance backward must be taken. Ireland had almost a century of agitation behind it, for the Act of Union, which was finally achieved in the year 1800, was hardly an accomplished fact before an agitation began to secure its repeal. The story of the work of Daniel O'Connor, "the Liberator," as he came to be called, in the thirties and forties, the Fenian movement of the sixties and seventies, merging into the Home Rule movement of the seventies and eighties, formed one long tale of unrest.

The Nationalist Party in Ireland—that is, the party which advocates Home Rule—has always been divided, unequally, it is true, but still divided into two sections—the majority which favored Home Rule for Ireland within the Empire, and the minority which stood for complete separation from England, and "Ireland a nation" in the most complete sense of that word.

The Sinn Fein movement, in its earliest inception, was not so much a conscious movement toward separation, as the upbuilding of Ireland as a nation so as to prepare her for any eventuality.

## Start of Gaelic League

It was Dr. Douglas Hyde who first enunciated the idea in an address which he delivered in 1893 on "The Necessity for de-Anglicizing Ireland." Dr. Hyde's contention was that while Ireland was waiting for some measure of Home Rule, the country was being steadily Anglicized. The Irish language was dying out, Irish customs were being obliterated, the increasing traffic between the two countries was doing away with all distinctions, education was tending to inculcate English ideals, while even Irish national games were steadily giving place to those which found favor on the other side of the Irish Sea.

Dr. Hyde contended that all this must be changed, and the first and most fundamental change which must be effected was the revival of the Irish language. A different language, he recognized, and quite correctly, would constitute a more complete separation than almost any other barrier.

Dr. Hyde's views steadily gained in popularity. The Gaelic League was formed, and large numbers of people who had no thought of Ireland separating herself from England, but

had a deep affection for their country's history and native literature, joined the League, and did everything in their power to promote things Irish.

## An Age of Revival

It was in many ways an age of genuine revival. And this was shown especially in the realm of literature. Such men as W. B. Yeats and George Russell did much to make the real Ireland known to the English-speaking world, and their work was ardently carried on by many minor writers.

(Dr. Hyde was a distinguished Irish literary gentleman, and never a politician, and after some-

## POBLACHT NA H EIREANN. THE PROVISIONAL GOVERNMENT OF THE IRISH REPUBLIC TO THE PEOPLE OF IRELAND.

IRISHMEN AND IRISHWOMEN. In the name of God and of the dead generations from which she receives her old tradition of nationhood, Ireland, through us, summons her children to her flag and strikes for her freedom.

Having organized and trained her manhood through her secret revolutionary organization, the Irish Republican Brotherhood, and through her open-military organization, the Irish Volunteers and the Irish Citizen Army, having patiently perfected her discipline, having resolutely waited for the right moment to reveal itself, she now seizes that moment, and, supported by her exiled children in America and by gallant allies in Europe, but relying in the first on her own strength, she strikes in full confidence of victory.

We declare the right of the people of Ireland to the ownership of Ireland, and to the unfettered control of Irish destinies, to be sovereign and indefeasible. The long usurpation of that right by a foreign people and government has not extinguished the right, nor can it ever be extinguished except by the destruction of the Irish people. In every generation the Irish people have asserted their right to national freedom and sovereignty; six times during the past three hundred years they have asserted it in arms. Standing on that fundamental right and again asserting it in arms in the face of the world, we hereby proclaim the Irish Republic as a Sovereign Independent State, and we pledge our lives and the lives of our comrades-in-arms to the cause of its freedom, of its welfare, and of its exaltation among the nations.

The Irish Republic is entitled to, and hereby claims the allegiance of every Irishman and Irishwoman. The Republic guarantees religious and civil liberty, equal rights and equal opportunities to all its citizens, and declares its resolve to pursue the happiness and prosperity of the whole nation and of all its parts, cherishing all the children of the nation equally, and oblivious of the differences carefully fostered by an alien government, which have divided a minority from the majority in the past. Until our arms have brought the opportune moment for the establishment of a permanent National Government, representative of the whole people of Ireland and elected by the suffrages of all her men and women, the Provisional Government, hereby constituted, will administer the civil and military affairs of the Republic in trust for the people.

We place the cause of the Irish Republic under the protection of the Most High God, Whose blessing we invoke upon our arms, and we pray that no man who serves that cause will dishonor it by cowardice, inhumanity, or rapine. In this supreme hour the Irish nation must, by its valour and discipline and by the readiness of its children to sacrifice themselves for the common good, prove itself worthy of the august destiny to which it is called.

Signed on behalf of the Provisional Government,

THOMAS J. CLARKE.  
SEAN Mac DIARMADA, THOMAS MacDONAGH,  
P. H. PEARSE, KAMONN CANNY,  
JAMES CONNOLLY, JOSEPH PLUNKETT.

## Proclamation of the Irish Republic

20 years' association with the Gaelic League he resigned the presidency of that organization when it became too closely identified with the extreme, or Sinn Fein, party.—Note by Rotarian T. A. Grehan of Dublin.)

Two weekly journals were started in Dublin about this time, one entitled *The United Irishman*, and the other entitled *The Leader*, and, in *The United Irishman*, the policy of Sinn Fein, as it exists today, gradually developed; opened its columns to the new literary movement, and several writers who have since made a name for themselves, were, in the early days, contributors to its columns. The watchword of the paper was "An Irish Ireland." It denounced, and would take no part in the agitation for Home Rule, which was the central policy of the Nationalist Party, but consistently preached a complete ignoring of England.

## Policy Crystallized

This policy finally became crystallized in the political tract by Arthur Griffith, who was the editor of the paper, and is now one of the most

prominent figures in the Sinn Fein movement, entitled "The Resurrection of Hungary."

Arthur Griffith's point, as it is well, if not too dispassionately, described by Padriac Colum, himself a devoted Sinn Feiner, was that by the passive resistance advised by Francis Deak, the great Hungarian statesman, by the refusal of the Hungarians to merge themselves with the Austrians, by the development of their local authority, and by their insistence upon the Hungarian constitution, they had forced the Austrians to recognize their nationality and their national rights.

Ireland, he contended, was like Hungary. She, too, had a constitution, the Constitution of 1783. It was "taken from her by fraud, as the constitution of Hungary was taken by force," and Arthur Griffith maintained that it was political ineptitude to demand anything less than the restoration of the Constitution, that is, the Government of Ireland by the King, Lords and Commons of Ireland.

## Method of Action

The question was how best this constitution could be regained. Arthur Griffith went on to insist that the agitation of the Irish party in the Parliament of Westminster was certainly not the way. The Act of Union had done away with the Constitution, and Irishmen who attended the Parliament at Westminster were simply recognizing the Act of Union. Ireland should have done with such half-measures. The first thing that was necessary was withdrawal of the Irish representatives from Westminster.

Ireland had been given local councils, and she should seek to secure the government of her own affairs thru these councils. She should set up her own law courts, and agree that all her law cases should be tried before them. In a word, all official English institutions should be utterly ignored, and Ireland should determine to live a life entirely apart from England, ignoring her presence in every conceivable way.

The Gaelic phrase, "Sinn Fein," indeed exactly expresses the policy which underlays Arthur Griffith's recommendation, and it was about this time that the movement definitely became the Sinn Fein movement.

(Sinn Fein is pronounced "Shinn Fayne." It is Gaelic and is translated into "Our Selves Alone" or more literally "Our Own Selves."—Note by Rotarian T. A. Grehan of Dublin.)

So matters went on for some three or four years, until, the Liberal Party being again in power at Westminster, the Home Rule question became a live issue once more. The election of 1906, when the great Liberal landslide occurred, was generally understood to have been contested on the fiscal issue, the nominees of the Liberal Party expressly undertaking not to introduce a Home Rule Bill. At two later elections, however, they made no such declarations of intention, and in April, 1912, Mr. Asquith introduced a Home Rule Bill.

## Ulster Volunteers

That the Liberal Government was intending to do this was, of course, known in Ireland long before, and vigorous preparations were begun in Ulster to resist Home Rule on any condition.

The story of the raising of the Ulster Volunteers, and the "tremendous emergence" of Sir



*Sackville Street, Dublin, after the bombardment, in the rebellion in April, 1916.*

Edward Carson and his lieutenant, Mr. F. E. Smith, as he then was, as leaders of the movement; the drilling and arming and marching of thousands of men; the signing of the covenant thruout the province on the first Ulster Day, Sept. 28, 1912, binding those who signed it to resist Home Rule to the uttermost, and the steady persistence of the Volunteer movement right up to the time when it all came to an end with the outbreak of the present world war, is a story well known. It is a story, however, the full significance of which must be thoroly understood if the meaning of the latest development of the Sinn Fein movement is to be justly appreciated.

#### *Irish Volunteers*

But to return to the years 1912 and 1913. The scene now shifts to Dublin. It was about the end of 1913 that the Nationalists began to form volunteers of their own. The idea was first put forward by Professor MacNeill, professor of early Irish history in the National University. He wrote a series of letters for the Gaelic League weekly, in which he urged the formation of National Volunteers, for the purpose of safeguarding the rights of Ireland, as laid down in the Home Rule Bill then nearing automatic enactment.

The idea was taken up with enthusiasm, and in November, 1913, at a public meeting held in Dublin, the Irish Volunteers were duly constituted. They did not, however, form the only volunteer force in "the rest of Ireland."

Several months previously had occurred the famous Transport Workers' strike in Dublin, called by the Transport Workers Union, organized by James Larkin and James Connolly. This union had its headquarters in an old hotel near the quays, which was called Liberty Hall, a center which became famous during the rebellion of just two years ago, and one of the union's activities was the formation of a Citizen Army, which was openly drilled at Croydon Park, a pleasure ground belonging to the workers.

In addition to this, Padraic Pearse, afterward Provisional President of the so-called Irish Republic, was training an officers' corps at his school, while the Countess de Markiewicz was organizing the Irish Boy Scouts, popularly known as "The Fianna."

#### *Military Activities*

Thus the end of 1913 found Dublin given over to all manner of military exercises. All the movements found a very large measure of support, and the process of arming the Volunteers went steadily forward.

On this question of arming, the Government now at last began to take action, and a strict embargo was laid on the importation of all arms into Ireland. Arming, however, went steadily forward, and the utmost ingenuity was exercised in the matter of gun-running.

The next notable incident in the story occurred in March, 1914, when a group of officers at the Curragh camp issued a statement to the effect that if they were sent to disarm the Ulster Volunteers they would disobey orders.

Then, in the following June, came Mr. Redmond's famous stand when he intimated quite clearly to the authorities of the Irish Volunteers, that they must definitely show whether or not they were working with, or against, the Irish Nationalist Party.

#### *Redmond's Position*

Mr. Redmond demanded that at least 50 per cent of the executive of the Volunteers should be his nominees. After much discussion, the executive agreed to his demand. A small minority, however, which included Padriac Pearse, protested against any such arrangement, and withdrew from the executive, although they did not withdraw from the rank and file.

After this, matters seemed to move rapidly, and in July came the famous gun-running incident at Howth, followed by the violent collision between the gun-runners and the military near Clontarf, about halfway between Howth and Dublin. Several men and women were killed, and the whole incident provoked a ferment of discussion which was still in progress when the war broke out.

*(The author is incorrect in saying that the firing on and killing of men and women took place at Clontarf. It was on the Quays of this city—Dublin—Bachelor's Walk is the name of the place. At this place while soldiers who had gone out to meet the gun-runners were returning to Barracks, they were followed by a very large crowd of men, women, and children. It is charged that these people hooted and threw missiles at the soldiers,*

*some of whom turned round and fired, killing and wounding a number. Subsequently, at an inquiry, it was denied by the officers that orders to fire were given and it was stated that the men fired on their own initiative.—Note by Rotarian T. A. Grehan of Dublin.)*

#### *Ireland at Beginning of War*

The outbreak of the war, on the surface of things at any rate, completely changed the outlook.

Mr. Redmond, backed by the Irish Party, supported the war unconditionally, and Mr. Redmond himself undertook a recruiting campaign in Ireland.

In September, the Home Rule Bill was finally placed on the statute book, but the measure was by agreement not to be put into effect until an amending bill had been passed.

It was shortly after this that the split occurred in the Volunteer ranks. Mr. Redmond contended that the place for the Irish Volunteers was defending the interests of Ireland in Flanders. Professor MacNeill, on the other hand, insisted that the Irish Volunteers had been formed for the purpose of securing Home Rule, and he reminded Mr. Redmond that Home Rule was not yet in force. Some 160,000 Volunteers agreed with Mr. Redmond, and about 10,000 agreed with Professor MacNeill. The former came to be known as the National Volunteers, and the latter as the Irish Volunteers, and the breach between the two steadily widened as time went on.

Subsequent revelations have shown clearly enough that it must have been about this time that the idea of the rebellion first began to take definite shape. Reports kept coming in telling of Sir Roger Casement's activities in Germany, and altho comparatively little was said about it, those acquainted with the situation in Ireland realized the tremendous undercurrent of unrest which was everywhere discernible thruout the South and West.

#### *Cause of Outbreak*

The immediate cause of the outbreak in April, 1916, however, was the reading of a document to the Dublin Corporation on the 19th of that month, which purported to be a secret order issued by the military. According to this order the heads of the Irish Volunteers, of the Citizen Army, of the Sinn Fein Council, and of the Gaelic League, and other important people, were to be arrested, and certain buildings used for the activities of these bodies were to be seized. The authorities have since denied the authenticity of this document, and claim that it is a forgery. It was, however, generally taken to be authentic and was acted upon.

The revolutionary leaders realized that they must move, and move at once, if the whole enterprise was not to be nipped in the bud. Orders were consequently issued for a parade of the Volunteers, which was to be the prelude to the insurrection. The date fixed was Easter Monday, April 24.

On April 20 it became known that Sir Roger Casement had landed from a German submarine on the west coast of Ireland, and had been arrested, while shortly afterward it was officially stated that a German auxiliary merchant ship, *The Aud*, carrying large quantities of munitions for the Irish Volunteers, had been sunk.

The intending revolutionists were now faced with the choice of either fighting armed as they were, or submitting to the order, which they believed to be issued for their arrest. Professor MacNeill threw all his influence on the side against an open revolt, and an order countermanding the route march, (*Continued on page 196*)



# A THIN VOLUME

By J.R. PERRINS

(Copyright, 1917, by The Saalfeld Publishing Co., Akron, Ohio.)

## Synopsis of Preceding Chapter:

The teller of the story, a successful bachelor of thirty-six, jaded, discontented with life, goes to the library in search of a thin volume to make him forget. There he meets the girl who arouses his interest when she pricks his self-esteem. She finally selects Laurence Sterne's "A Sentimental Journey" and lets him have it, altho doubtful about his ability to read it in the proper spirit. His interest in the book grows as its philosophy causes him to think along new lines, and his interest in the girl is maintained. A few days later he returns to the library and asks her to let him drive her home.

## CHAPTER III (Continued)

"MY machine is at the door," I said, "and I'll be pleased—in exchange for courtesies—to drive you any place you desire to lunch."

"I lunch," she replied, "just at one place—where I live, and it's quite a way from here."

"I hope the distance is magnificent, if I'm to take you," I said to myself, but aloud I said, "Let me drive you. I want an opportunity to tell you the great renewal has set in."

She hesitated but for a moment, and then that smile that charmed others and made her the most sought woman of the library force broke upon me again.

"I'll be ready at twelve-thirty," she said.

And on the stroke we left the library, descending to my machine.

"What a beautiful little car!" she exclaimed.

Then I saw that she was regarding my initials on the door.

"So that's who are you—R. H.," she laughed.

"Yes," I returned; then I handed her my card.

She glanced at it, but it seemed to convey nothing to her. Evidently she did not know the city, its industries, and prominent men. Then she rather surprised me by asking,

"But who are you that I should ride in your automobile?"

I could have told her that there was nearly a score of young women in the city, who, if they rode with me, usually looked from the machine with an air of possession and triumph. But I had an inspiration and said:

"As the author of 'A Sentimental Journey' would say, 'There is not a more perplexing affair in life to me than to set about telling any one who I am. . . . I have often wished I could do it in a single word and have an end of it.' And that's just the way I feel."

I must have said it sincerely, for she replied,

"Perhaps it doesn't matter who you are, but it does matter—and I say this for myself, also—what you are. Don't you think so?"

I nodded soberly, but I did not tell her that my modesty was recent born—age, twenty-four hours or so. For I'd always taken great pride in passing out my business card, noting the surprised look of any who might have heard of my position in the business world, and then I would not confine myself to a single word to define myself. My rise to power

at thirty-six was an achievement, and the thought had been a source of the sweetest pleasure until today; today I had no heart for position and power.

As I handed her into the car it pleased me to go back, in a swift moment, to the middle of the eighteenth century. My automobile became the post-chaise, high of wheel, with long shafts, between which, on parallel springs, swung the curtained body in which the old parson and the lady rode into Calais, and I was the parson and the library girl the lady.

As we didn't have much time to talk, I begged the privilege of returning for her after lunch.

"All right," she consented, as I drew up before the private boarding-house. "I'll be ready at one-fifteen."

"And what time do you have to be at the library?"

"At two o'clock," she said.

"Then we'll have a forty-five minute spin," I cried, hurrying away to my own lunch.

And I was ahead of time.

We drove towards the heavily wooded park, and of course the conversation turned on "A Sentimental Journey."

"You said the book has begun the great renewal in your life," she commenced. "Is there any particular sentiment that has influenced you?"

Then I told her of the small, sweet courtesies that opened the door and let the stranger in.

"Why," said she, "you have just started. The book is filled with great impelling ideas."

"I have discovered some of them," I declared, "and they are helping me to discover—myself. The author says that we go forward in the world, that we build successfully, because we have received the services of others. You know, I'd never considered that. I'd always thought of having made myself, my own opportunities, and that I had heired nothing in particular, thus being able to use what I had gained as I willed."

"But nearly everything we have we have heired, and we contribute so little to the sum total of the things on which society must build," she argued.

Then it came to me that I was held up, not that I was holding up. The hands of multitudes were under me, and the services of an innumerable company round about me. And I had always thought of myself as being detached—a man quite apart in his achievements, independent—a man who asked no favors and was not obliged to bestow any. Of a sudden it came to me that I lived by favors.

I must have sighed and I surely appeared depressed, for the girl began to banter me about the size of my car.

"I wanted it for only two," I defended. "Do you recall the chapter in our book 'The Remise Door'? Well, the parson said of the post-chaise in which he rode with the lady, 'Twill scarce hold two.' I do not imagine he was peevish on that account."

"Nor the lady," she laughed.

"Nor the lady," I echoed. "And you may also be able to recall that the lady said she and the parson had been left together a second time 'by a parcel of nonsensical contingencies.' Do you?"

"Are you attempting to establish a parallel?" she questioned, smiling ever so slightly.

Her question both puzzled and dazzled me.

"With any encouragement a man might make love the first moment and offer his person the second," I made bold to say.

"'Tis their forte," the library girl declared, just as the lady of the chaise had replied to the old doctor of divinity in the year 1762 or thereabouts, and just as they replied several thousand years before,—and as they will unto the end.

I reached over and touched her hand.

"To carry out the parallel to perfection," I began, "I should hold your hand. You have blessed my life twice in as many days," I added soberly.

"Which is quite enough blessing for one woman to give to one man she has known but that length of time," she declared, promptly removing her hand.

"I quite agree," I was as prompt to return. "And God knows I needed it! I would be content to receive just one such blessing a day for all the remaining days of my life," I concluded earnestly.

"Here is the library," she said.

And it was. But I was not through.

"Let me thank you for your pity," I said. "I think it was that."

And she caught me right up and thrust me into the atmosphere of the old post-chaise, the parson, and the lady.

"Pity," she returned, "so the lady of the post-chaise warned the preacher, is the only dangerous thing in a journey."



I dropped down on the other side of the couch and across the years  
I saw another mother—my own.

"I love dangers," I whispered, helping her out of the machine.

The smile turned to soberness and her brown eyes held steadily.

"And a woman braves dangers if she can help a man," she said.

And suddenly she was gone. I watched her ascend the steps of the library, and as the door closed on her, I cried out with the old doctor of divinity,

"Good God! how a man might lead such a creature as this round the world with him!"

#### CHAPTER IV

"Grant me, O ye powers which touch the tongue with eloquence in distress! whatever is my cast, grant me but decent words to exclaim in, and I will give my nature way."—*The Bidet*.

TWO things awaited me on my return to my office at two o'clock: a hitch in a war order contract and a swollen-eyed stenographer, and either is enough to cause one to forget good resolutions.

"What's the trouble?" I inquired of the stenographer, and not unkindly.

For answer she handed me a noon edition of a paper, and in headlines I noted that an American aviator—a young man from my city—had been killed in France, but had humbled three Taubes before he fell to his death within the French lines. I recalled that something had been in the papers six months before when he went away.

"It's too bad," I said. "I suppose we'll lose lots of men now that we have entered the war as a nation. Please take a letter," I requested, tossing the paper aside.

But a sudden rush of tears and a low moan from the girl caused me to look up in astonishment. It dawned on me that she must know the dead aviator.

"Did you know him?" I gently asked.

"Jimmy—Jimmy and I—were—sweethearts," was her broken reply.

And there I sat, one who had never comforted anybody, who had never touched grief, and who knew nothing of what to say and to do in a moment like this. Moreover, I'd never liked the girl, though she was a capable stenographer, and she was well aware of my critical attitude.

She bowed her head on my desk and cried softly, and I did not feel impatient. While she cried I fell to thinking of what an air battle must be, and the more I thought the clearer became the fight in which "Jimmy" fell to his death. And Jimmy was a boy from my city—an American.

They were a thousand feet in the air. The fast Taubes circled in his trail—swift birds of prey with the talons of the cruel hawk. He humbled two; the third closed with him in the air, and they fought it out, both falling within the French lines.

Then for some reason I saw a long line of khaki-clad boys charging a trench, and like stubble before a sickle they were cut down, and they rose not up again. Mere youths were they, and a year before they had charged across a football field, sport-filled and happy.

And I sat in my office receiving war contracts!

And in the months ahead line after line of the lads will charge, and line after line will be erased like chalk from a board. The guns will redouble upon them; the din will redouble

and death will redouble. But they will take the trench; they will crouch in it; they will hold on grimly when the counter attacks, like a tidal wave, sweep back.

And I sat in my office receiving war orders!

And in America mothers will mourn; and sweethearts. And all that they will have will be memories.

And I will sit in my office among my war orders.

"Ruth," I said to the weeping girl, "do Jimmy's parents live in this city?"

She nodded; she could not speak.

"I want you to go with me in the machine to Jimmy's mother," I said.

We left the office and I, following her directions, speeded up the car to Jimmy's home, and there we found his parents.

His father, a hard working man, sat by his wife—Jimmy's mother, who lay on a couch exhausted from weeping. She was a thin little woman, and she hadn't been very well since Jimmy's birth, just twenty-two years before—years in which she had watched over him and tucked the covers in until—until he went to fly for France, one of the most capable and daring men in the corps.

"Jimmy always had a knack for engines and things," his father said, "but I never dreamed he'd turn to flying."

"Jimmy was such a good boy," was what his mother said. And then, "Oh, my baby—my little boy! If they'd only send his body!"

I dropped down on the other side of the couch, and across the years I saw another mother—my own. And then I prayed for "decent words to exclaim in."

"I want your permission to try to have Jimmy's body sent home," I began, and I felt her hand tighten on my own. "I don't know what can be done, but I shall set in motion every available force. I want to bear all the expense, and I want to have a share in your sorrow."

Her hand went to my bowed head—a benediction, but she could not speak—she need not.

I rose presently and, leaving Jimmy's mother and sweetheart in each other's arms, I took his father aside.

"Of course your boy will not have a trench burial," I said. "He was prominent in the flying corps, and evidently was taken to Paris, from what the press says. With your permission I'll set to work at once to see if his body can be sent home."

His father gripped my hand hard, and I went down town at once and set in motion all the forces that were at my command—money, influence and consecration—to my task. I was told from the start that the matter was uncertain.

"But make the effort," I urged. "The return of one dead hero's body to a grave in this city will make it a shrine. He is one of our first offerings, and his grave in his own country will give meaning to the struggle on which we have entered. If it should become necessary, I'll make a trip to France to get the body," I concluded, and secretly I prayed for the privilege.

That night in my well appointed apartments I fell to thinking on who it is that sacrifices for war. And I reached but one conclusion—the men who fight and the women at home who pray. All fustian sentiments pale in the presence of these, and all others should stop their mouths and uncover in the presence of these.

The draft had missed me; besides, in my position, it would not have touched me even if I had been younger. By that I mean that I would not have had to go to France and fight in the trench. I was numbered among that company—far too large—who are needed at home. But my firm had received large war orders; indeed, the dividends to be declared in six months would exceed any for the past three years. But I'd sacrificed nothing.

Yes, the firm gave five thousand dollars to the Red Cross, but under a bit of pressure and not without argument, for my firm never surrenders anything without contesting the point, just to make the public feel that there is a point to contest, if nothing more. Yet the week after the gift one war order alone netted nine thousand dollars' profit. Our Liberty Bond purchase was substantial—forty thousand dollars—but of course we knew it was a good investment.

But consider myself—I had sacrificed nothing. I lived in one of the best apartments in the city and dined at the club. The conservation of food was not a problem for me; it belonged to that large company who usually have to conserve, war or peace. I lived selfishly, and if any knew it they could do nothing about it. As for petty criticisms, well, my critics were foes to begin with.

But all of a sudden I saw myself in the proper perspective—a propped up member of society. I not only lived off the toil of other men, but off their fighting in far-away France. I dwelt in the nation that they laid down their lives to sustain, and I got security—for myself and my property—out of their blood and pain.

But were men not more than property—more sacred than all the things we build?

I got up and began to pace the length of my rooms. Jimmy's dead face rose before me and his offering bulked in my thinking. How secure, though, was I! War could not reach me, even though a half million young men might fall in France. Then I thought of an illustration in the book I'd been reading. The picture was of a peasant leaning on his staff weeping over a dead lamb, and it was not his own.

"He findeth the lacerated lamb of an another's flock."

And I was to find Jimmy!

I sat down and opened "A Sentimental Journey," and read:

"Dear Sensibility! source inexhausted of all that's precious in our joys, or costly in our sorrows! thou chainerest thy martyr down upon his bed of straw, and 'tis thou who liftest him up to heaven! Eternal fountain of our feeling! 'tis here I trace thee, and this is thy divinity which stirs within me; not that in some sad and sickening moments my soul shrinks back upon herself and startles at destruction!—mere pomp of words!—but that I feel some generous joys and generous cares beyond myself; all comes from thee, great—great Sensorium of the world! which vibrates if a hair of our heads but falls to the ground in the remotest desert of thy creation."

Then I took up my pen and wrote my personal check for five thousand dollars for the Red Cross, and afterwards I wrote Washington, begging the government to use me in something that would call for sacrifice.

(Continued next month.)



# Educating Rotarians as to Rotary

By Iverson L. Graves

*The report of the Committee on Education was presented to the International Rotary Convention at Kansas City by Chairman Graves of Knoxville, Tenn. The report, including the recommendations for a continuous program thru the year to educate Rotarians as to Rotary, was referred by the Convention to the International Board of Directors for final action. Harold N. Rust of Wilkes-Barre, Pa., has been appointed chairman of the Committee for 1918-1919 and will co-operate with the International Officers in their efforts to have the various club presidents put into effect the recommendations of the 1917-1918 Committee. The report follows:*

**Y**OUR Committee on Education comes into the presence of its High Command—this Association in Annual Convention assembled—keenly sensible that its ultimate objective has not been reached, aware that our educational campaign has failed completely in many quarters, but sparing you the tedium of excuses, it simply asks of the body of Rotary control that it shall deal charitably with our failure, while it renders permanent the modicum of our success.

It is fitting at this time to make grateful acknowledgment to all those true Rotarians who, recognizing the sincerity of our purpose, have given cheerful, unstinted furtherance to our plans, and who have been the real builders of that part of Rotary's foundation which was assigned to the year just closed.

Let there be no misunderstanding as to the conception your committee has of its functions. It has not considered itself a teacher. It has not believed itself endowed with an unusual degree of Rotary spirit and inspiration, which it was its duty to impose—willy nilly—upon its fellows. It has regarded itself only as an agency created by our organic law and our supreme authority to make effective the revelations of Rotary truth already embodied, and those which are being constantly set out by the super-Rotarians of our daily association.

## **Constitutional Obligation**

Article 16, Section 1, of the International Constitution requires the appointment of a Committee on Education and Philosophy, whose duties are—

To develop the true philosophy of Rotary, and, with the approval of the President, to educate all Rotarians as to the meaning of Rotary, as to the philosophy of Rotary, and as to the opportunities of Rotary clubs and individual Rotarians.

Herein we have a specific obligation under the organic law of our Association.

The Annual Convention at Atlanta adopted the report of last year's Committee on Education as forming a basis for the program for the current year. That report laid stress on the following features:

1. Active co-operation by club officers;
2. Distribution and individual assimilation of the authorized literature of Rotary;
3. Assignment of special meetings and selection of qualified speakers to present interpretations of Rotary.

Herein lies an express injunction laid not only upon your committee but upon the whole body of Rotary by its High Command.

## **Program Outlined**

Now let us examine how far the committee, as

well as the responsible representatives of Rotary, have conformed to the law and the edict.

The reports of the retiring committee presented at Atlanta showed certain very practical and effective work accomplished. Imperative demand for enlightened interpretation had created a chart and manual. Much had been done by International Headquarters to place these textbooks in the hands of individuals and insure their thoughtful perusal. In fact, a comparatively plain course had been "blazed" out for your present committee, which, in our judgment, called for

- (a) Intensified effort to assure the assimilation of Rotary literature by Rotarians;
- (b) Positive practice in educational work incident to initiation of new members;
- (c) Special educational and inspirational work in the regular meetings of the clubs.

## **WAR FUND CAMPAIGNS**

During the Kansas City Rotary Convention, a telegram was received from the Hon. Myron T. Herrick, Chairman of the National Finance Committee of the War Camp Community Service, expressing deep appreciation of services Rotary has rendered in the past, and asking the Rotarians to hold themselves in readiness to aid the W. C. C. S. in its coming campaign to raise \$12,000,000.00 for the work of the War Camp Community Service.

At the July meeting of the International Board, it was voted that the attention of the Rotary clubs of the United States be called to the approaching war work fund campaign of the War Camp Community Service and each Rotary club and each individual Rotarian is urged to cooperate in every way possible to make the campaign a financial and patriotic success.

At the request of President Wilson, the seven campaigns to raise funds for war work will be combined into one campaign the week beginning November 11th, the total amount to be raised being \$170,500,000. The budgets of these seven organizations have been approved by the War Department, thru the Commission on Training Camp Activities, for these amounts: Y. M. C. A., \$100,000,000; Y. W. C. A., \$15,000,000; National Catholic War Council (including the K. C.), \$30,000,000; Jewish Welfare Board, \$3,500,000; War Camp Community Service, \$15,000,000; American Library Association, \$3,500,000; Salvation Army, \$3,500,000.

It was assumed by your committee that individual club administrations would provide a committee charged with the duty of making this program effective.

After some more or less unavoidable delay, this program was issued to the club presidents on November 12, 1917, simultaneous with an appeal to all district governors for sympathetic co-operation.

In the issue of the program each club president was notified that in due time and in anticipation of the necessity of reporting to this convention, they would be asked for the method and results of their application of the program. In brief, both the committee and the club administrations are thus tested for compliance with the law and the edict.

The questionnaire had a further purpose than merely setting up progress-markers for the committee and for our International Administration; it sought to place under the scrutiny of their own consciences the men who lead Rotary, and to elicit a statement of their experiences, with—perchance, happily—an avowal of their belief in the effectiveness of educating Rotarians in Rotary.

## **Attitude of Committee**

Your committee emphatically disclaims any right based upon its own superior realization of Rotary principles to ask searching or pointed questions. It does not place itself in the position of High Inquisitor having authority to condemn. But it affirms to all the world that the Rotary conscience is sensitive and uncompromising. Its belief that club presidents, the putative representatives and custodians of the Rotary conscience, will not evade their responsibility or take shelter behind exaggerated modesty, has been confirmed by the preponderating number of outspoken responses to your committee's search for truth. One of the questions seeking this truth reads:

You have been charged with the responsibility of getting results, and a general outline of method was furnished you by the Atlanta Convention. Do you conscientiously feel that you have met that responsibility?

That the genius of Rotary has become widely established is proven by the fact that the answers to this query which read—

*We are not satisfied, but we have done our best, greatly outnumber those which read—*

*Foolish question 666,666! What do you expect from a modest man?*

## **One-Half Responded**

Turning to analyze the returns in connection with what may be termed the "mechanical" portion of the program, we find that the program was issued to approximately 350 clubs, and response has been made by exactly fifty per cent.

We find that the earliest and most enthusiastic responses came from clubs recently admitted to the Association, while the delinquents include clubs in three metropolitan districts of the East, two in the Middle West, and one in the Pacific States. Included in the delinquents are four out of eight clubs which have entertained International Conventions, the club located in the greatest city in the United States, and in the National Capital.

Our International Secretary, long familiar with results of questionnaires, congratulates your committee on what he considers a satisfactory percentage of responses; but we find ourselves, and, if I mistake not, this convention finds itself, irresistibly forced to the question: Are these influential bodies of Rotarians so thoroughly versed in our principles that they may stand aloof from their fellows?

## **Analysis of Replies**

Of those who made reply, what is the story?

Only thirty (30) per cent felt Rotary education of sufficient importance to appoint a local committee for its furtherance.

Eighty (80) per cent assured themselves that the manual, "A Talking Knowledge of Rotary," was placed in every man's hands.

Eighty (80) per cent were sufficiently in sym-

pathy with International policy to adopt introduction ceremonies designed to utilize that most impressionable moment of the Rotarian's life to make him understand as well as feel the obligation he has assumed.

Sixty (60) per cent of the clubs have held meetings which included special features for the inculcation of Rotary truth.

Surveying this analysis, your committee submits that the conclusion of its efforts sees actual progress towards the happy day when every Rotarian's profession will be justified by his work. We are keenly sensible of the deficiencies which mar the record; we accept full responsibility for such as result from our own lack of earnestness; but we triumphantly point to the thousands throughout the length and breadth of our field who have during the year utilized the work conscientiously done for them by their club presidents, and stand today before all the world proclaiming that the Golden Rule not only can be, but shall be, applied to every phase of human activity.

#### Seeking Causes of Failures

Seeking the cause for failure to follow the prescribed program, your committee is told in practically every case that the demands of so-called "war work" have wholly absorbed the energies of Rotary.

Amid the stress and exactions which—under the designation, "war work"—have fallen upon the shoulders of Rotary during this year of preparation for successful armed conflict in defense of personal and political ideals, it has seemed timely that effort should not be lacking to fortify the strongholds of our faith.

Romain Rolland has recently written—

A great nation assailed by war has not only its frontiers to protect; it must also protect its good sense. To each his part; to the armies the protection of the soil of their native land; to the thinkers the defense of its thought.

What more uplifting form of democratic thought and ideals than is projected by existing Rotary literature? What more useful work than to plant firmly the feet of men in the pathway of service?

Moreover, how much more readily will the feet of Rotarians find the pathway whose outlines are made clear by rational illumination?

One must crawl before learning to walk, and, for the intense, high-pressure altruistic work demanded of Rotary during the war, no preparation can be more effective than study which demonstrates the compelling beauty of unselfishness.

#### Result of Year's Work

This Convention and the body of Rotary will very justly ask for an exhibit of results of the year's effort. To provide this exhibit your committee propounded the following questions:

"Have you observed as the result of your educational work a quickened Rotary sense, i. e., a higher ethical tone in your membership, a better attendance record, a more cheerful response to calls for unselfish service?"

"Recite any noteworthy incidents of your work which would inspire your fellow officers and form the basis of future educational work."

The imperfect wording of the latter question led many respondents to recite the various general activities of the clubs; while the purpose of the question was to develop striking instances of individual reorganization or regeneration thru educational work and to bring out unique methods for accomplishing that work.

The "odious comparison" will most forcibly present the result:

### Opening the Door of Rotary

ROTARY moves in harmony with the principle of Being. It is evolutionary rather than revolutionary. Its modus operandi is from chaos to order—from the incomplete to the complete.

When our clubs were first organized we had rather loose methods of bringing in new members. This was due to the fact that Rotary principles and practices were in their formative period. What we needed then was momentum, and numbers seemed to give us this.

We now have numbers and many knocking at our door. We are beginning to find ourselves. Also, we are beginning to take stock—stock of methods and material.

Rotary in Pittsburgh has been fortunate in selecting splendid material. Our personnel is excellent. We measure well internationally. But like all other clubs we have perhaps paid more attention to the superstructure than to a solid classification foundation. And this brings me to the point.

Every member should now constitute himself a committee of one to see to it that hereafter no one is admitted into membership whose major and generally recognized business (50 per cent. or more) comes in direct conflict with a classification already filled, and whose relation to the business he represents is not that of proprietor, partner, manager or executive officer.

And this suggests another thought worthy of acceptance, namely, our attitude toward the Membership Committee. Let us not criticize the men on this committee if they "make haste slowly." They are a deliberate body and their "hold ups" or rejections should not be questioned (no, I'm not on the committee). They should open the door only to men who come duly qualified and who, when admitted, will propagate the club upward.—*Stewart C. McFarland, Rotary Club of Pittsburgh, Pa.*

A club of nearly 250 members in a metropolitan district, with engaging modesty, reports:

There couldn't be any higher tone than our members have.

The president of another club of nearly 150 members writes:

Our club is a good one. They evidently like my administration, as I am the only and continuous president and have wanted release for two years. We are so intensely local that we do not develop any interest in International or district conventions. We have too good a club and too good a spirit to justify continued lecturing on my part. I am flooded with stuff from headquarters—far too much to assimilate or use. Rotary is a great idea, but we don't want to make of it a nuisance.

### A REAL ROTARIAN

He is a true benefactor, and alone worthy of honor, who brings comfort where before was wretchedness; who dries the tears of sorrow; who pours oil on the wounds of the unfortunate; who feeds the hungry and clothes the naked; who unlooses the fetters of the slave of habit; who enlightens the ignorant; who enlivens and cheers the hours of life by his virtuous work in arts, science, literature or industry; who inspires a love for God and man. He, my friends, is a real Rotarian; he is a true Christian gentleman.

—*J. J. Mallowney, Harrisburg, Pa.*

It is proper to say that this club may be considered one of our "adults," having been organized nearly four years.

Then, hear from a club of over 300 members—among "the patriarchs" of Rotary:

I do not feel the slightest bit ashamed that our club is unable to answer a single one of the several queries in your questionnaire. We have been entirely too busy with much more important work, and I assure you there will be no report from our club of any progress this year on educational work, as it applies to our individual organization.

Also listen to a reasonably "middle-aged" member:

Did you ever slip over to a lily-patch with a bucket of whitewash and a long-handled brush and try to improve on the original proposition? Rotary mustn't take itself too d—d seriously.

#### Record Not All Discouraging

But the record is not all discouraging. The following splendid response comes from one of the large Canadian clubs:

Unquestionably the educational work has developed a quickened Rotary sense, a far better average attendance, and very cheerful response. Constantly giving opportunity for individual effort by the club members thru positions on committees, addresses at public meetings, and participation in public questions, gives largely increased interest in the work. The extemporaneous delivery of the "Welcome" to initiates has proven of great interest and value, not only to Rotarians but to eminent visitors.

Then we have this testimony from another important Canadian club:

As a result of educational work, men who formerly did not give a thought nor any assistance, physical or financial, to any person outside their families or immediate friends, or to any institution outside their own business, have become interested in every work undertaken by the club and rank among the best of the membership in unselfish service.

Our Canadian friends, however, are not the only source of gratifying report. Read the testimony from one of the "baby" clubs in the great Southwest of the United States:

The Rotarians and the members of a similar organization were not in accord and were working at cross-purposes. As a result of clearer Rotary apprehension the Rotarians invited the other organization to a joint dinner, at which the true purposes of each organization were outlined and the work of both co-ordinated. Following this meeting the two organizations got behind an important patriotic work of unique design and put it over.

This exemplary magnanimity is discovered in a club only a year old.

#### Splendid Results Follow

Educational work has accomplished this for a club in a metropolitan district of the East:

Each member was made to feel that he was the personal representative of his particular line of business, and as such, his responsibility to his competitors stood out pre-eminent. A great number of our members express themselves publicly to the effect that their adoption of the principles of Rotary not only had made them better men, but the extension of this spirit to their competitors was causing a feeling heretofore unknown.

It is impossible to overlook the golden fruit which will fall from the tree of Rotary nourished by the educational work of this club.

The high mark of enthusiasm in the year's work is probably registered by a virile club of the Pacific Coast. Listen to its observations:

The non-interested member of our club



and the unethical member was soon eliminated as these educational meetings developed and the membership at large appreciated them in their true sense. Our attendance, which was between 46 per cent and 50 per cent, has risen above the 60 per cent mark and is constantly climbing. It is now possible, when the club is called upon for either a civic or patriotic duty, to secure a maximum response. We have found that an active Committee on Education in a Rotary club can effectively "put over" an educational talk and program which might receive indifferent attention if offered by the president. Our club is governed by its membership, and, the members feeling that they have a part in each program, are susceptible to the work of a Committee on Education. There are club presidents who feel that they cannot be educated, just as there are members of Rotary clubs of long standing who feel they know all there is to know about Rotary. Our experience proves that the coordination of the work of the club president with that of the Committee on Education will eliminate this wholly undesirable condition.

#### What Are Conclusions?

This club "holds the record" for Rotary of having held eight meetings for educational purposes since the Atlanta Convention. Its membership of well over 200 reflects the "high light" of a club distinguish among the cities of the United States and deserves the highest award of this Convention for its obedience to command and its loyalty to principle.

What conclusions are we to draw from the exhibit?

We conclude that at least half of all the club administrations of Rotary were neither impressed by the importance of the work nor responsive to the instructions of their superiors.

We conclude that others believe that educational work is incompatible with war work.

We conclude that a goodly number perceive the absolute necessity of strengthening each unit in the Rotary structure, which can be done only thru a positive apprehension by each Rotarian of the fundamentals of his faith.

Your committee holds enthusiastically with the latter conclusion. It affirms that the work of informing men of the obligations they have already assumed or that they are about to assume in joining a Rotary club cannot be and need not be superseded by any other work appointed to the body of Rotary. It asserts that to lead efficiently, men must fix their eyes upon a light which, while it draws, illuminates pathways and invigorates spirit. To keep the light of this leadership clear and luminous is a sacred duty in respect not only of the members of Rotary, but of the great company of our fellowmen whose interests we sincerely serve.

#### Recommendations

Under the influence of these conclusions your Committee recommends:

(a) That Rotary, being primarily a sincere

and efficient organization, should not stultify itself by continuing in its Constitution, provision for a committee whose work does not have the sympathetic co-operation of at least a majority of the individual clubs; but

(b) That, determining to continue this committee, it shall be empowered and expressly directed to report to the Annual Convention not only the general results of its work, but the specific cases of clubs which have shown disregard of their contract with and pledge to each other mutually agreed upon in Annual Convention;

(c) That, continuing the existence of the committee, the President shall be ordered to select its membership only after their express willingness to undertake its duties;

(d) That, continuing the existence of the committee, its appointment shall be made by the President with the least delay possible following the adjournment of the Convention, in order that maximum benefit may accrue from the inauguration of the year's program by the incoming committee while the body of Rotary retains the inspirational benefit of their Annual Convention;

(e) That, should it be decided to change the method of conducting the work, the International Board of Directors shall be specifically empowered to provide such organization and requested to incur such expense out of funds otherwise unappropriated as will insure intensification of this work, upon the success of which must finally depend the endurance of our effort.

# Non-War Opportunities of Rotary

By A. L. Farmer

*The International Rotary Convention at Kansas City adopted the report of the Committee on Public Affairs, which was submitted by Chairman A. L. Farmer of Tulsa. A number of extremely important recommendations were made by the committee, and by adopting them the Convention pledged the different Rotary Clubs to a program of activity in public affairs that will provide each club with splendid opportunity for community service. The chairman of the 1918-1919 committee is W. H. Alderson of Toronto, Ont. The 1917-1918 Committee report follows.*

YOUR committee has labored under two great handicaps during the past year. These are, first the fact that the clubs have of necessity devoted their best energies and thought to the various war causes; and, second, the Public Affairs' report last year of Chairman James F. Finlay was so comprehensive as to almost preclude any additions to the list of proper Rotary activities.

As a result of Chairman Finlay's able report there was compiled in December, 1917, what is designated as Pamphlet No. 16, "A Handbook for Rotary Clubs on Community Service," and a copy was sent to all club presidents. This was followed by a letter in which I called attention to the possibility, not to say probability, that many clubs, in their zeal to be helpful in this time of great national stress, were inclined to overlook and neglect even the imperative community needs.

Again your committee would direct your attention to the potent fact that the mobilization of all our forces for war and the taking from the ordinary channels of employment millions of the best equipped youths and men, is already developing an entirely new order of things. Women are rapidly taking the places vacated by men; positions requiring technical

knowledge are being left vacant and civic matters are likely to fall into the hands of demagogues, grafters, and the incompetent.

Moreover, the resultant high prices of the necessities of life, the removal in many instances of breadwinners and guiding spirits and protectors of the home is resulting, in many instances, in the imposition of great hardships upon those left behind, with a resultant weakening of morale and morals.

#### Duty of Every Club

Your committee believes that the Rotary club, composed as it is of men from all vocations, is sufficiently diversified in interest and sufficiently large in membership to enable every club to continue faithfully to perform such national duties as may fall upon us and at the same time see that local community matters do not suffer unduly from the causes just enumerated. We would therefore urge upon the clubs the imperative necessity of keeping a portion of their membership working actively on committees looking to the maintenance of that high community standard which Rotary advocates.

You must realize the difficulty in making recommendations in the nature of Public Affairs under present world conditions without encroaching somewhat upon the sphere of the War Activities' Committee. We believe, however, that certain recommendations of a general nature may be made as being the most urgent. We trust that the clubs thruout the country will be able to put them into effect. It appears to us that if the British Isles, Canada, and the United States are not to deteriorate beyond the ability of the present generation to overcome, all the forces for good in these countries must be brought to an understanding of the need for continuous vigilance.

#### 1. Education

The taking into the army and navy of the technically educated young men of the nations requires that we foster education even beyond the scope heretofore contemplated by Rotary; that we stimulate the youths and girls to acquire technical education, to the end that we may progress in industrial, commercial, professional, and artistic life. Otherwise, the gaps in these ranks now being left so widely open will not be filled even by another generation.

The losses among the European nations of the technically skilled and the well-educated has been so enormous as to portend that the United States and Canada will eventually be called upon to provide for these nations as well as for ourselves.

Boys and girls are leaving school and college before their education is complete, taking the place of men called to arms. We recommend that:

(a) Speakers be sent into the educational institutions and the children impressed with the extraordinary necessity for the acquirement of general and technical knowledge.

(b) The formation of night schools and classes should be encouraged and fostered, thru high schools, colleges, Y. M. C. A., Y. W. C. A., boys and girls clubs, libraries, etc.

(c) Funds should be provided for maintaining in school poor children unable otherwise to continue their education.

#### 2. Conservation of Human Life.

With the chief business of all the great nations of the world largely confined to the taking of human life, it would appear that we, "the second line of defense" can well serve the world by conservation of the non-combatants. Rotary

should therefore concentrate its efforts upon, and aid in—

- (a) Child welfare work.
- (b) Baby clinics; day nurseries. It is said that 300,000 babies die annually from preventable causes in the U. S.
- (c) Anti-tuberculosis societies.
- (d) Community nurses.
- (e) Boy and girl movements to keep the cities clean. Extension of health regulations to the smaller cities and rural districts.

### 3. Nationalization of Foreign Born Residents

We on this side of the Atlantic particularly have learned in a forcible manner that we have permitted a horde of foreign-born peoples to settle among us without attempt to assimilate them. Steps should immediately be taken by all clubs having an appreciable number of foreign-born residents in their respective communities to give them the Rotary viewpoint and impress upon them the duties of citizenship.

The continuous use of foreign languages should be discouraged by propaganda. So long as we permit foreigners to group themselves and continually speak and read their native tongue, we cannot expect them to get our viewpoint and become citizens in the larger sense of that term.

### 4. Utilization of Tillable Soils

Canada and the United States having discovered that we have all along been raising too little farm products and that in any emergency we might find ourselves in dire need of the necessities of life, steps should be taken by Rotary to stimulate the cultivation of all available land, and by the use of farm tractors and other improved agricultural machinery largely increase farm and food products.

This may be done by—

- (a) Co-operation with the Federal "Extension Division" of the Department of Agriculture.
- (b) Encouraging Boys' Corn and Pig Clubs, and Girls' Canning Clubs.
- (c) Offering prizes for the best city gardens. Statistics indicate that city gardens alone produced in 1917 over \$350,000,000 of products.

### 5. Exercise of the Right of Suffrage

Rotary stands for good citizenship. Good citizenship demands that every man interests himself in good government. And yet we know

that except in bitterly contested elections the average man makes no move toward procuring capable men as candidates for office and that regardless of conditions or the issues involved he does not take the trouble to vote.

Rotary should begin a propaganda looking to inducing men and women to exercise their right of suffrage in order that proper issues may prevail and proper candidates be elected to office.

To the lack of interest in public men and matters may be charged largely the incompetency and graft prevalent in many high places.

### 6. Community and Municipal Survey

Ask the average individual what his community needs are, what his tax rate is, what his city government is costing, and at best he will give you a random answer.

Rotary clubs should endeavor to have appointed a Citizens' Committee to make a survey of community and municipal needs.

Once the needs are established, pressure should be brought to bear upon the proper authorities or committees to the end that the requirements be obtained.

A few municipalities have a tax rate too low and many are collecting too great a quota, with the inevitable result that expenditures are entirely out of proportion to the community gain.

So long as the war engrosses our attention so completely the unpatriotic, the grafter, and the profiteer will profit thereby, unless checked.

### 7. Rival Clubs

The remarkable growth of Rotary and the correctness of Rotary principles having impressed itself upon the world; other similar organizations are being rapidly developed.

Rotary members should be discouraged (if not prohibited) from becoming members of rival clubs. No man can maintain equal fealty to two similar organizations.

But since all good men may not be Rotarians, Rotary should not strive to keep non-Rotarians (except in the case of partnerships or firms represented in Rotary) out of well-conducted organizations having for their purpose the making of a better citizenship. And Rotarians individually should be unwilling to usurp their classifications in two or more clubs.

### 8. Junior Rotary Clubs

The great majority of Rotary clubs have smaller towns contiguous to them in which are located a group of men imbued with the Rotary Spirit of Service. This spirit should be encour-

aged as being a great factor in the development of men and cities, altho these towns do not justify the organization of a Rotary club.

Why not organize in such towns a group of men, send speakers to them, encourage their civic pride, ask them occasionally to Rotary luncheons and cultivate the Rotary spirit where such fertile fields for good are ready for the harvest.

### 9. Civic Centres

Rotary clubs, particularly in the smaller cities, should during the growth of their cities use their influence toward the establishment of civic centres. Many large cities have spent and are now spending millions to establish such places of beauty and harmony, when land for such purposes could have been had while these same cities were forming for a few thousands.

### 10. Community Choral Service

Music is an inspiration. Music softens sorrow. Music develops aspiration—encourages.

Rotary should undertake to develop community choruses for the whole people.

In such a public gathering caste is broken down. People share the same air, the same inspiration, and are thus drawn closer together.

### 11. Universal Service

Since time began there has been a cry for men and women who could and would do the things which the occasion demanded. But the present world crisis calls for the best endeavor of the whole people—men, women, and children alike.

Rotary should set the example as a group of individuals, demanding of family and of business associates that every able-bodied man and woman and child undertake some serious work in field, in factory, or in charity for the good of the struggling peoples of the earth.

### 12. Labor and Profit Sharing

There are many intelligent men who believe that following the war there may be expected a social revolution, before the necessary adjustments in industrial conditions can be brought about. That radical readjustments will have to be made must be clear to all men.

Your committee believes that Rotarians who are large employers will do much toward adding to the dignity of labor and toward the quieting of the gathering storm among laboring people everywhere by putting into effect some form of stock-purchasing or profit-sharing device by which the employe will share to a greater extent in the profits from the product which he produces.

## Rotary's Duty in Business World

By A. H. Geuting

The report of the 1917-1918 Committee on Business Methods was presented to the International Rotary Convention at Kansas City by A. H. Geuting, of Philadelphia, chairman, and was adopted by the Convention. Important recommendations were made in the report, the carrying out of which depends largely upon the individual activity of Rotarians. The report follows.

THREE meetings were held in Philadelphia at the rooms of the Philadelphia Chamber of Commerce. As a result of these meetings the committee endorsed the work accomplished by the previous Committee on Business Methods and has followed their suggestion of encouraging the establishment of a Code of Ethics for

every business section, and in furtherance of this thought the following Code of Ethics for adoption by all business sections is recommended to answer as a basis of such further ethics as may be peculiar to each particular craft or trade section.

### Proposed Code for Each Craft

1. A Rotarian should first of all regard his business as a means of service and helpfulness to his fellow man and thereby make good the Rotarian slogan, "He profits most who serves best."

2. He should regard his business as a part of a craft; he should regard his craft as one of the senses of the Government at large and therefore actively promote the association in his craft and the coordination of his craft with the

Government with a view of helpfulness and efficiency.

3. As a member of his craft he should be an active agent to eliminate all wrongful practices, holding himself responsible as one of its members to put his own house in order so that his craft may stand before the Government as clean, unsullied, efficient, and patriotic, having the best interests of the greatest number at heart.

4. In order to further this thought he must be kind, sympathetic, appreciative, alert, enterprising and industrious in all his business dealings, making his business a pride, giving it constant care, promoting earnest cooperation, not alone among his fellow business men, but among his employes, from the humblest to the most important.

5. The Rotarian should never be satisfied or represent the embodiment of contentment;



he should ever strive to build onward and upward in his business, ever ready to set the pace for better conditions and the uplift of his trade and by co-ordinating with the Government, increase the efficiency, the power of our great country.

#### Vocational Sections Opportunity

The committee further has accepted Chairman Geuting's proposition to recommend to International Rotary the enlargement and strengthening of the sectional meetings, by advocating that Rotarians take an earnest lead in craft association thruout the country; to actively engage in local, state, and national association work where any exists and to help organize them where there are none; that Rotarians generally should assume the leadership in all trade associations and thereby become active agencies to stimulate the higher ethics in business thruout the country peculiar to Rotarians and thus be a valuable instrument by which they can best cooperate with the Government in its great trial.

The committee desires to impress every Rotarian with the fact that this should really be the great work of the Rotarians thruout their country for the future, for they believe in aiding and bringing out the best traditions of each craft; they will go a great ways toward remodeling and re-establishing our entire business world on a better, more efficient and standardized ethical basis.

The committee wishes to urge upon all local clubs to impress upon their members the doctrine of craft association as exprest in a pamphlet which was mailed to every Rotarian in the United States thru the kindness of Alexis I. du Pont of Wilmington, Delaware, a member of the Business Methods Committee, who willingly financed this movement and gave his personal endorsement with a view of stimulating Rotarians to their utmost and encouraging its members to take part in this work of promoting Craft Association.

#### Recommendations

We believe that, if Rotarians would carefully study this pamphlet, those of the future will be the apostles of the greatest reforms in business, and thru "Craft Association" inspire laws that will put our country several generations in the lead of any country in the world.

It is therefore recommended that the chairman of each trade section be very carefully appointed and that the future trade sections should be well organized with a permanent secretary with a view of stimulating its individual members to further the cause of Craft Association, and that at International Conventions these sectional meetings should be given prominent consideration, encouraging large attendance, and the discussion of such important subjects of their respective crafts as standardization, business ethics, discussion of practical business methods, the elimination of waste, the study of scientific costing, economics, truth in advertising, and the avoidance of all quackery, and thru this education lay the foundation to prepare Rotarians for leadership in every craft thruout the country.

#### VOCATIONAL SECTIONS WORK

By A. U. Morse, Chairman

The following report by the Committee on Vocational Sections Meetings, presented by A. U. Morse of Kansas City, chairman, was adopted by the Convention. The International Directors have decided that it is not possible to increase the budget appropriation for vocational section work, altho this is desirable, but urge the chairmen to continue the work as energetically as possible.

TO THIS committee is delegated the complete arrangement of the vocational sec-

tions meetings to be held during the I. A. of R. C. Convention at Kansas City; also the cooperation with Headquarters' Office in the organization of the Vocational Sections themselves.

The work this year has developd materially in scope. Rotarians are beginning to realize that vocational section work lends itself to an opportunity to influence business activity along lines of better service—also that every craft or profession should be organized to more effectively regulate itself and also provide opportunities, thru the interchange of business ideas and suggestions, so that its members may be fitted for greater capabilities of service.

It is also being recognized quite generally that the intention of each business or profession is to conduct the affairs of that profession or craft in an altruistic manner and that whenever wrong doing crops out it is invariably traceable not to the craft itself but to the individual member of the craft. Therefore, they realize that the great work of Rotarians is to inculcate in every business a brotherhood spirit that will serve in establishing ideas and provide ways and means whereby the individuals may be educated to conduct their personal business on a higher plane of ethics.

## AMERICA'S STRENGTH

Germany's strength is in the willingness of her military caste to sacrifice her people. They see the big prize—the chance to rule the world—and they are willing to pay the price in German suffering.

To hold democracy—the right to rule ourselves and to be free men—America's strength lies in the willingness of our people to freely pay even a bigger price and make even a greater sacrifice.

\* \* \*

We must rise above thinking too much of profits or wages. We should be ashamed of what money we are getting just because of the war.

When our Sammies return they will ask us only one question:

"What did you do to help win the war?"



U. S. DEPARTMENT OF LABOR.

W. B. WILSON,  
Secretary of Labor.

Rotarians, as ambassadors to their crafts, should become leaders in their local and national associations and thus establish the Rotary doctrine thruout the business world. This effort on the part of Rotarians will materially assist in the abolishment of evil influence in business and will ultimately evolve itself into the establishment of peace and good will thruout all nations.

#### Notable Achievements

During the past year several sections have inaugurated many plans which have been watch carefully and which may ultimately develop into establishd customs that may be of great benefit to all concerned.

The Dry Goods and Women's Retail Section decided at the Atlanta section meeting to try out the plan of dividing the Rotary territory into as many districts as may be establishd by the International Association for its district governors—and the convening of said subdivisions at

the same time and place as the various district conferences, for the transaction of business and establishment of closer social relations.

The Rotary Club of Calgary, upon being advised that one of its members had been appointed to the chairmanship of the Farmers' Section, was so pleased with the honor conferred upon it by our president that they appointed from among the membership of the club an advisory committee to aid and assist the chairman of the section in his work.

Surgeon General Blue of the U. S. Public Health Service requested that Rotary cooperate in a world-wide endeavor to prevent the possibility of communicable diseases, and the Physicians' and Surgeons' Section, with the cooperation of the clergymen, Y. M. C. A., and School Sections, has rendered the government very material assistance in the carrying out of this work.

The Schools, University and College Section has undertaken to promulgate the desirability of educating the young men students during the winter months in the theory and practice of farming so that when their studies are at an end, a great army of trained boys will be in a position to intelligently assist the farmers and horticulturists in the important work of producing food for the world.

#### Just at Threshold

These are only a few of the examples of what has been undertaken by some of the sections during the past year. In each and every case a great deal of good has been accomplisht and the value of Vocational Section Work in Rotary has been demonstrated. We are at the threshold of what may be eventually accomplisht, if this important feature of Rotary is fully understood by all Rotarians and if we make the most of the opportunities presented.

The maximum benefit of vocational section work can only be obtained by every Rotarian's understanding the possibilities that this work contains, in making Rotarians better Rotarians and better citizens, and by actively cooperating with the officers of the sections.

It must be borne in mind also that it is not fair for the officers to be called upon to pay the incidental expenses of the sections. Each section member must contribute his share of the expense and the officers should remember that they are the custodians of the money received and make certain that the funds are properly disbursed.

In conclusion, this committee would suggest that the I. A. of R. C. push with greater force the development of vocational section work so that this helpful feature of Rotary may be utilized to the utmost in spreading the propaganda of Service.

We would urge that sufficient funds be provided so that some one capable of explaining vocational section work could appear before the Rotary clubs and speak to the members on the subject, with the end in view of awakening Rotarians to the benefits to be derived by their taking an active part in the work. The work of Headquarters' Vocational Section Department, and the Convention Vocational Section Meetings Committee, should not be hampered by lack of funds but instead be able to put into effect plans that will stimulate and nourish Vocational Section Work, thereby letting loose a living force that undoubtedly will be a great factor in further increasing the efficiency of Rotary.

—®—

#### A Pleasant Discovery

"How did you find the beef?" asked the deferential waiter.

"Oh, I just moved a piece of potato and there it was."

# THE ROTARIAN'S OPEN FORUM



The columns of this department are open to the readers of the magazine for the discussion of questions of general interest or vital import. Raise new questions; agree or disagree with those already raised; put your thoughts into writing and send them to the editors, but please be brief so that a larger number of contributors may be given the opportunity to be heard.



## The Workman Proud of His Work

THE Army plays strange tricks with one's thoughts, and the following is the result of an opportunity to think away from the old commercial haunts.

To say there is a Capital and Labor Question is trite; to be concerned about the future is inevitable; to make some plans to meet the situation is now in progress but withal still very indefinite, groping and uncertain.

The last year or so has proven that Labor is just as much of a gun-man, as selfish, as Capital ever was. Careful inquiry shows that a desire to become expert, efficient or in other words a first-class brick-layer, plumber or iron-worker is as far from the laborer's mind as any imaginable thing. The cry of labor now is shorter hours and more pay and less exacting working requirements, and not excellence of performance, pride in workmanship and skill.

Rarely do you meet a laborer today who makes any reference to having done a good job or shows any inclination to be considered the best man in his shop. The tendency is all away from the old cobbler's passion—to turn out the best pair of shoes in town.

In spite of the length away from this idea that the man who works has gone, there appears a road back which, if carefully followed, can put him in true relationship with himself and his fellow-men, which will not only give to him the best money return for his efforts but that greater thing for contentment and happiness—pride in his work.

On page 112 of the April 6th issue of *The Saturday Evening Post*, there is a sentence which is the keynote of the solution—"Only one man in 25 makes good in the Miller Plant." That's the pride of the employer but that pride can be passed on to the men. Make the attitude of the employer, the workman, the editorial writers and the articles on work, plants and processes, carry that idea—that the man must be skilled to work here, that only the best mechanics make good, that our plant is the best in the world, making the best goods with the best processes, and that the slovenly, careless, lazy, just getting-by man will not be able to stand the pace; that working here is working with the cream of the trade, pickt men. Create an *esprit de corps*, a desire for personnel, excellent qualifications, to be able to stick with the chosen.

This cannot be done in a day, it must be a gradual growth, and infusion into the present destructive articles, speeches and thoughts of a leaven which in time will make a complete change in the body as a whole. At the conventions of editors, labor writers, manufacturers and laborers, let them insert a paragraph here, a word there, a suggestion with more and more added as the idea takes hold and develops.

I pass the word to you, you to someone else, it grows, it bears fruit—not immediately, for there will be some reverses and perhaps much opposition, not much I feel sure. In time, instead of a restless, discontented nation of workmen, we will be a nation whose workers are striving to be the best in their line, with a pride in work well done; recognized as the peers of the world. —Lieut. Carl C. Bradt, Rotary Club of Houston, Texas.

—R—

## What the American Business Man Can Do for Nationalization

Don't waste men. If you employ two men to keep one at this crisis, this is an anti-American act.

Conserve men. Go further than eliminating waste and see that the safety, sanitation, and housing of your men is keeping them fit during the war.

Every man or woman who does not speak English should be learning it. Insist upon their learning it in school or in your shop and designate one of your employees to see that it gets done.

Urge the public educational authorities to start language classes in the factory for those who do not understand English, and are unable to attend school. Efficiency increases with knowledge of English and citizenship. Give it recognition by increased wages and promotion.

Stop anti-American propaganda and agitation the instant it raises its head in your plant by providing information and co-operation on true Americanism.

Invite naturalization officers to explain citizenship to your aliens and encourage them to make America their home. Give them time off with pay to attend to their naturalization examinations.

Develop incentives thru wages, hours, bonuses, insurance pensions, safety, profit sharing and co-operative management. The employer who keeps his men at work contentedly to-day is America's most practical patriot. —National Americanization Committee, New York, N. Y.

## Acquaintanceship in Rotary

EARLY in the year 1912 I became a Rotarian in the Syracuse Club. My business has been such that once each year I visit all of the principal and many of the smaller cities, in the United States and Canada.

I have always been an enthusiastic Rotarian getting a great deal of pleasure out of service in Rotary at home, and I must admit almost as much away from home. If a Rotarian, you are a Rotarian anywhere you may be and you will find Rotary the same everywhere so far as good fellowship and a good time is concerned.

I have always made it a practice to carry with me on my trips a Rotary Directory so that I can

plan to attend the Rotary luncheons and meetings, know who the officers of the clubs are and where to find them.

I have laid over a day, and made side trips that I might attend Rotary luncheons and I have never regretted the extra time and expense incurred.

Being a member of our Entertainment committee I was especially anxious to gain information that would be of use to our club.

I discovered that in some of the clubs the members were much better acquainted with each other than in others.

I spent hours visiting with officers, especially the secretaries and chairmen of Entertainment committees, making notes and memorandum of various ways, means and plans used to increase acquaintanceship among members, thereby increasing the efficiency and service not only of the individual but of the entire club.

I am convinced that one of the most essential features for success, and at the same time the most neglected feature in the majority of the clubs, is acquaintanceship. With a thorough acquaintanceship great things can be done in Rotary; without it we are so many units but are not and cannot be united. In my estimation too much importance cannot be laid on this feature of our work as Rotarians.

I began to study out a plan that could be used in our club and formulated the plan we now have in operation.

The plan is to take the boards on which our identification badges are fastened, put four men at the boards, have one other act as floor manager to see that all members approach the boards promptly. All members are expected to state their name and identification clearly when asking for their badges. The men behind the board wear their badges and are readily identified by members asking for theirs. Thus by seeing the face, hearing the member speak his name and business, the member of the committee who locates the badge and hands it to the applicant has a great aid in learning the name, face and business of the other member. There is a new committee each week and they sit at a reserved table.

This plan is working wonders by way of making us all better acquainted. All those who have served on these weekly committees are enthusiastic over the work and would like to go on again, but they cannot until every member has served. —Roaming Rotary Rush of Syracuse, N. Y.

—R—

## Four Great Needs in Religion

THERE are many signs that religion is today recognizing the need of meeting men upon their own ground. Various types of Christianity have their different ways of bringing religion into



touch with the daily life of the ordinary man.

Here you will see a preacher adopting the vivid language of the bleachers, there a consecrated woman exposes herself to every sort of indignity so that she may find her wandering sister and bring to her soul a message of God's law and God's love.

The man who is what is called "liberal" in religion is sometimes supposed to be quite content to let others seek out the ordinary man while he himself from a superior position of enlightenment leaves the ignorant and superstitious man to his creed. As one who is not ashamed of the name "liberal" and as minister of a "Liberal Church" I want to say in plain language that there is no truth in such a charge.

Will you let me tell you what a liberal Church is trying to do for its members—who are all ordinary people with the ordinary trials to bear and problems to face and tasks to do—and for the community as a whole? It is trying to emphasize four things that it thinks have been neglected in religious life. I will state these in the form of four cardinal principles:

**FREEDOM** as the method in religion, in place of authority;

**FELLOWSHIP** as the spirit in religion, in place of sectarianism;

**CHARACTER** as the test in religion, in place of ritual or creed;

**SERVICE**, or salvation of others, as the aim in religion, in place of salvation of self.

The man of today demands freedom to think for himself; he respects the efforts of past ages to reach the truth about God, the soul, and immortality, and he turns for inspiration to the records of the religious quest of Jew and early Christian, yes, and of men in all lands who have groped for light upon human destiny; but he knows that his reason is God-given and that when he wrongs his own reason he wrongs God.

He claims freedom to examine theologies which are commended to him; no proffered solution of life's mysteries which does violence to his rationality can provide solace for his hours of trial or inspiration for a faithful life. As Emerson says, "A man may give up all that passes current as religion, but if he bend before truth and justice and love; if he feel that there is something sovereign within him which it were better to die than disobey, he is on the open highway to those truths and confidences which are the imperishable part of religion."

And as he looks around over the divided sects, each claiming to have the final and absolute truth about human origin and destiny and the ultimate problems of life, he more than suspects that each has some fragment of the truth while no one has it all; and he thinks that men who are trying to reach God's truth and work out God's will in their hearts and in society should be more brotherly; they would get very much further, he thinks, if they greet one another as companions upon a holy crusade instead of taking time to debate questions of precedence and authority.

He wants to belong to the Church Universal and he wants it to have room for all honest and sincere men with the same hopes of a better world and the same willingness to meet the world's need with service. He stands for fellowship.

The liberal in religion does not attack the creed or ridicule the ritual which expresses the faith of another man. But he does protest when one kind of ritual or one set of words is made the test of a man's religion. He claims that religion is to be tested by its fruits in character. He is apt

to quote Edwin Markham, the Californian poet:

He drew a circle that shut me out,  
Heretic, rebel, a thing to flout;  
But Love and I had the wit to win,  
We drew a circle that took him in.

Lastly, the liberal finds something small and limited in any religion which urges him to make the salvation of his soul his chief concern. He is inclined to believe that God will look after his soul if he does his business here and now—which is to live an upright and a helpful life. Service, not Self is his motto. He is sure that there is no salvation for him to enjoy here or hereafter which is for him alone.

Thomas Starr King minister of the Unitarian church in San Francisco from 1860 to 1864 and, as some say, the man who did more than any other individual to save California for the Union, used to say: "No man can be thoroly redeemed till social life is lifted, till the state is sound and noble, till all humanity is raised up and saved."

These four great principles of freedom, fellowship, character and service are to be written above the portals of every church if Christianity is ever to be made an effective force in the world and Christians are ever to be united in faith and love.—*Rev. Harold Speight, Rotary Club of Berkeley, Calif.*

#### DAILY SUGAR RATION

The following data may be helpful in measuring the daily ration of sugar for people in the United States. There will be variations, of course, but this is as nearly accurate as a simple statement can be.

Monthly ration = 2 pounds.

30-31 days = 2 pounds.

Approximate daily ration

1 day, 1 ounce; or  
1 day, 2 1/2 level tablespoons; or  
1 day, 1 round tablespoon; or  
1 day, 6 level teaspoons; 3 level teaspoons for beverages, 3 level teaspoons in cooked food; or  
1 day, 6 half lumps (1 by 1/2 by 3/8 inches), one-half lump three times a day in beverages; one-half lump equivalent to the sweet in food at each meal.

Teaspoons per pound

96 level teaspoons.....1 pound.  
48 rounded teaspoons.....1 pound.  
32 heaping teaspoons.....1 pound.

### Membership in "Similar" Organizations

**I**N A recent issue of THE ROTARIAN there is a splendid article captioned "The World Needs an International Heart." It argues for fellowship, broad vision, and a true understanding.

Following this splendid, constructive masterpiece of real thought is another article captioned "Membership in Similar Organizations"; and it goes on to say that "it would be better for all these organizations to keep their members separate."

I can't believe that this attitude is prompted by the dog-in-the-manger feeling. I can't see how any Rotarian can be injured by contact with a similar organization unless Rotary itself is bad. And if Rotary is good, and we know it is, then the more of it we can have, the better.

#### Rotary Objects Quoted

From the same issue of THE ROTARIAN I read the objects of Rotary are:

"To promote the recognition of the worthiness of all legitimate occupations and to dignify the occupation of each member as affording him an opportunity to serve society.

"To encourage high ethical standards in business and professions.

"To increase the efficiency of each member by the development of improved ideas and business methods.

"To stimulate the desire of each member to be of service to his fellowmen and society in general.

"To promote the scientizing of acquaintance as an opportunity for service and an aid to success.

"To quicken the interest of each member in the public welfare of his community and to co-operate with others in civic, social, commercial and industrial development."

Can you show me where it is detrimental to these objects for a Rotarian to join a "similar" organization? I am honestly willing to be convinced if my attitude is wrong.

I am a Rotarian. I have nothing to sell. I am not on the selling end. I never solicit business from my friends, and there are hundreds more just like me. I do not take this stand for commercial reasons. The thought is bigger and broader.

We claim that Rotary is a fine thing, that Rotary clubs are a blessing to a community. Now can you have too much of a good thing?

Small-town pinheads still have their little cliques even in these enlightened times. They are grown-up kids who still say "if you play with him you can't play with us." The big-town modern view is to "get him," lift him up if needs be, and make his life more pleasant if you can.

#### Modern Philosophy vs. Selfishness

Modern philosophy is opposed to selfishness in any form, and Rotary is founded on modern philosophy—at least the privates in the rear ranks have been so taught. Mayhap-like finance, religion and fraternity—a close-up view of the fountain-head may reveal clay feet. But, Rotary is young. Don't let even a tiny stream of self trickle down from what is considered as the source of broad-mindedness.

The preacher who tells his flock not to mingle with the other group fails to understand the religion of God or man. That's why the church has not kept the increasing interest of an increasing population.

The job of America, during and following the war, is to get together and stay together. The idea of German propaganda is to keep us apart. Germany would use any means to cause internal strife here and claim heavenly sanction for such action. She would use even the Rotary club if she could make it an innocent factor in her rotten work.

Too long has our great country been separated by walls of opinion, stimulated by self-constituted leaders for their own welfare. Down must come these walls, broken must be all barriers, and men must mingle and reach a better understanding thru contact that later on will really mean a united country.

#### Principles Idealistic; Membership Human

To say a man cannot do his full duty to Rotary if he belongs to a similar organization is to insult the intelligence of your readers. You might just as well say a man cannot take a wife and at the same time be true to his own mother. And as to firm membership: A father joins a Rotary club and enjoys its privileges. His son in business with him cannot join a Rotary club and is not supposed to join a similar organization. It is to laugh!

Never forget the principles of Rotary are idealistic—but the membership is human. So we will always have human weaknesses to contend with. One type is the class that craves the limelight and cannot get it in an open, clean way.

So they resort to intrigue, fault-finding and what not. They create factions, they spread discontent; they get their limelight, but the price paid means death to the organization.

Mr. Editor, put this question up to the entire membership, and if the majority are real Rotarians in substance, not semblance, they will answer only as a real Rotarian could.—*J. Thomas Lyons, Rotary Club of Baltimore, Md.*

#### An Explanation—Not an Answer

The International Rotary Convention at Atlanta, in 1918, adopted the following resolution regarding membership by Rotarians in similar organizations:

Whereas, clubs are being formed, embodying principles similar to those of Rotary; and

Whereas, we believe that no individual can effectually perform the duties of a Rotarian and those of any other similar club; and

Whereas, we believe that the future of Rotary, as well as that of such similar organizations, will be best served by the undivided loyalty of the individual members; therefore be it

Resolved, by the Eighth Annual Convention of the International Association of Rotary Clubs, that we strongly discourage the members of Rotary clubs from dividing their energies by accepting membership in any other similar organization.

The item to which Rotarian Lyons takes exception and upon which his letter is based, was a letter from President Pidgeon (printed on page 243 of the June issue), setting forth his idea as to how best to put into effect the legislation enacted by the Atlanta Convention.—*The Editors.*

#### "Aloha"

(The following greeting from the Rotary Club of Honolulu, written by Rotarian Riley H. Allen, was read by Rotarian Zeno Myers of Honolulu to a number of Rotary Clubs recently upon his trip to the mainland. Dr. Myers hoped to get to the Kansas City Convention and read the greetings to the representatives of all other American clubs in International Rotary.)

ROTARIANS of Hawaii have given me the real honor and privilege of extending to you their "aloha."

"Aloha"—that is our island word of greeting, our message of friendship, which in Rotary is a bond of brotherhood. In that word we compress the hospitality that is as warm as the kindly sun that shines on our green island and summer seas, the music and the flowers, the surf and the palms, the long balmy days cooled by the trade winds, and the lovely moonlit nights.

I bring to you greetings not merely from a picturesque and lovely land but from a territory under the Stars and Stripes. We are proud of our climate, but prouder of our patriotism. We are proud of our scenery but prouder of our Americanism. We rejoice in the bounties of nature and rejoice still more in the glories of fellowship with you in our national family.

Under the flag which is ours in that distant island community we have made splendid strides in industry, education, social welfare, religious and civic institutions and in that feeling of lively affection and staunch support of Americans' aims and ideals which swell the heart and strengthen the arm for the conflict in which our country is engaged.

Let me bring to you then, fellow-Rotarians, from the Rotary Club of Honolulu, as representing the industry and the citizenship of Hawaii, a message of assurance that we out there are work-

#### A Few Words to a New Club

It is beyond the possibilities of this hour and this speaker to advise or instruct you in what Rotary is, what Rotary means, what Rotary does or should do.

You will learn all this much better and clearer from the illuminating literature which will come to you from our International Headquarters, from our excellent Magazine, *THE ROTARIAN*, which will bring to you a monthly message of uplift and encouragement, from that inspiring little book "A Talking Knowledge of Rotary" which has been sent to each of you and which you should read in its entirety.

You will learn them also from your practical experience in the giving of Rotary service in your own community, to your own people.

But your most valuable and inspiring acquaintance with Rotary must come from your attendance at our wonderful International Conventions, when the great minds and warm hearts of all Rotary come together in a closer comradeship, uniting unselfish purpose and performance for the betterment of mankind.

—President E. D. Lambricht of the Tampa, (Fla.) Rotary Club in talk to the Lakeland Rotary Club on the occasion of the institution of the latter club.

ing with American Rotarians everywhere for the welfare of our nation in this time of crisis. Our Rotarians, like all other loyal Americans in those distant islands, are active in war work.

We are helping to supply continental United States and our Allies with sugar, our luscious pineapples are feeding the sailors on our warships and destroyers and Pershing's men in the trenches and form a staple portion of the diet in war-hospitals.

We went "over the top" with you in the first, second and third Liberty Loans.

We have over-subscribed our quota of war-funds, just as we over-volunteered our quota of the army.

We are buying War Stamps and cultivating victory gardens.

Our women and girls have organized a great Red Cross brigade and turned from the afternoon tea and the evening bridge to knitting and sewing.

Our school children of a wonderfully mixed population—Caucasian, Japanese, Chinese, Koreans, Filipinos and so forth—are doing a fine work for Uncle Sam.

I emphasize this not to boast of Hawaii, tho all of us who live there are eager to sing her praises, but to tell you that we are glad to be part of the great work of the United States, we claim equal responsibilities with you here in the States; and to say that we Rotarians of Hawaii are on the map, up and doing, every minute of the day, for Rotary and for Uncle Sam.—*Riley H. Allen, Rotary Club of Honolulu, T. H.*

"There is but one God today, as forever and ever—the God of righteousness; the God of human brotherhood; the God of our fathers."

"There is but one Gospel today—the Gospel of unrelenting warfare against the enemies of our God and our government, at home and at the front."

## About This Month's Cover

THE cover design of *THE ROTARIAN* this month is by James Wilson of Victoria, B. C., and the plates were donated by the Rotary Club of that city.

At the Kansas City Convention in June, Joe Dennis O'Connell, the Irish president of the Victoria Club, went into one of K. C.'s leading haberdasheries to buy a clean collar, as the one he had brought with him became wilted with the warmth of the Missouri city's welcome. The worthy who stepped up to keep an eye on the stock while Joe was in the store spotted his hat band.

"British Columbia, eh? now where is that?"

"It is in Canada, me boy!"

"Now, is it anywhere near Toronto?"

"Yes, it's quite handy—only about 3,000 miles west, on the Pacific Coast."

"Pacific Coast! Does Canada go that far?"

That is just by way of saying that Canada sure does "go that far" and that at its far Pacific border is the vast and potentially very wealthy province of British Columbia. Of this great province Victoria is the capital.

Victoria is situated on the southern end of Vancouver Island (quite distinct from the great commercial mainland city of Vancouver) the largest island on the Pacific Coast of North America and is the first and last port of call for trans-Pacific and Australasia shipping.

Victoria has been described by famous travelers as the most beautiful city outside of Europe. It has more paved streets than any other city of its size in America. Its lovely homes, evidence of quiet wealth and refinement, are world famous. It is distinctly old-world in tone and different from any other city in Canada or the United States.

Victoria is becoming one of America's leading tourist and vacation centers, its scenic charm and remarkable climate proving a never failing magnet. The city is ever green and is the only place on this continent where the true English berried holly and the broom and box grow in profusion as in England.

The annual average temperature in Victoria is 50.2° and there is a daily average of 5½ hours of sunshine the year around. Golf and other outdoor sports are played in Victoria from year's end to year's end.

Besides its attractions as a residential and tourist city Victoria offers many splendid openings to industrial enterprises.

The capital city of British Columbia is intensely patriotic and has made some remarkable contributions during this war. Altho the population of the city in 1914 was only 55,000 and that of the whole island only 75,000, Victoria trained and sent to France and Flanders 12,132 officers and men up to February 28, 1918. Last year Victoria's contribution to the Victory War Loan was more than \$4,000,000 and every Red Cross drive has been over-subscribed. In 1914, Lieut. Col. A. W. Currie, a Victoria boy, left for France. His ability won him promotion after promotion. He is now General Sir Arthur Currie, C. B.; K. C. M. G.; Legion of Honor, in supreme command of the Canadians in France.

Victoria has a very live Rotary club which has accomplished much good.

The scene depicted on the cover this month is typical of the motor roads on Vancouver Island. It is a bit of the famous Malahat Drive.—*C. L. Armstrong, Victoria, B. C.*





# THE VISION OF ROTARY

He Profits Most who Serves Best

## Our Responsibilities

THE first object of the Rotary club is "to promote the recognition of the worthiness of all legitimate occupations, and to dignify each member's occupation as affording him an opportunity to serve society."

As I began to analyze this sentence these things came to me as they never did before:

- The Democracy of Rotary.
- The Broadness of Rotary.
- The Nobility of Rotary.
- The Power of Rotary.

I could not but think of the tremendous responsibility that has been assumed by each one of us in accepting membership in an organization whose precepts overthrow the precedents of centuries and whose very motto is revolutionary.

Am I living up to our creed? Are you?

I want to say to you that I take this matter seriously. I enjoy as much as any of you the good fellowship of this club and believe that without it no club could exist. I am as interested as any of you in the acts of this club, Charity, Civic or Social, but I try to keep these good things from clouding what to me is the main issue—that this club first, last and all the time finds its primary function in the crystallization of the Golden Rule as applied to business, the promotion of unselfishness in business, the ennobling of all legitimate occupation thru the medium of service.

You are all business men and realize the cumulative effect of co-operation;

That profits are greater when you pull *with* your competitor than when you pull *against* him;

That your profits are greater with a maximum of service;

That your profits are greater with a maximum of honesty—honesty to your public, to your competitor, to yourself, for thus you "render unto Caesar the things that are Caesar's;"

These are part of Rotary's teaching.

One thing I try not to forget—that I am not in this club to represent myself, but to represent that whole class to which I am assigned and thru me they must stand or fall.

The same thing is true of each one of you and your failure to recognize it makes your responsibility none the less.

All legitimate occupation is worthy, but its grade of worthiness depends not upon its character but upon its capability of service to some one else. Its values are equal. To one was given ten talents, to another five and to another one.

Each one of you is a worthy representative of the trade or profession which you represent. I hope I am. Let me tell you an ambition—

*The vision of Rotary is as many-sided as there are Rotarians. In this department appear the thoughts of different Rotarians concerning Rotary in its many aspects and in its application to the affairs of everyday life. Each article is published as the opinion of the writer and without approval or disapproval by the magazine or by the officers of International Rotary.*

hat I may be enough the *best* of my class that I may be the more worthy to represent them.

To me Rotary is not alone a pleasant means to a sordid end but an incentive to put my particular business on a plane of efficiency which it has never known and the keynote of that efficiency must be service.

The power of Rotary is measured and will be measured by the index of its cohesiveness. Have you ever thought of what that power is or dreamed of what it could be?

Its future is in your hands. Strong, capable hands they are I know and God grant that as we grow in strength we may grow in Knowledge, in Grace, in Charity and in all good works.

Thus should we recognize "the worthiness of all legitimate occupations and dignify each member's occupation as affording him an opportunity to serve society."—Dr. Thomas F. Downing, Rotary Club of Wheeling, W. Va., in informal talk before his club.

## High Ethical Standards

"TO ENCOURAGE high ethical standards in business and in the professions," is the second stated object of the Rotary club.

I presume that it is necessary for churches to have their creeds and for clubs and organizations to have their codes and defined objects, but with reference to this particular object of our organization I would like to think and feel that we, as Rotarians, would instinctively and intuitively encourage and promote higher ethical standards at all times without the prompting of a code.

No doubt creeds and codes have had and still have a broad influence; no doubt we still need an occasional spread eagle speech to stir up patriotism, and national organizations with defined principles to make us realize that we love our country; no doubt slogans have their effect; and no doubt even Rotarians need the admonition to encourage higher ethical practices in business and professions.

Rotary, to me, is to a great extent an evidence

of the spirit of the times. Nearly every upward movement produces an organization or a political unit and sometimes the burden of its promotion falls on a single man. We have been advancing morally and ethically in and out of business and it has fallen in a way to the part of Rotary to further promote that advancement in trade and professions.

## World Growing Better

Rotary started primarily to promote friendship and a closer intimacy among men and later absorbed the spirit of betterment that was in the air, but this does not for that reason lessen our task or reduce our responsibility.

When I speak of the spirit of the time as being toward improvement, I might explain that I am one of those deeply imbued with the idea that the world is getting better, war, intrigue and massacre notwithstanding; perhaps not more devout in religious worship but broader in our charity; truer to our better ideals when it comes, especially to dealing with the selfish sordid little vices and faults; cleaner in our daily lives; keener in our desire for service and in the recognition of universal brotherhood; we are more and more doing right because it is right and being just because of a love of justice rather than merely with the hope of Heaven or fear of Hell.

The Membership committee is one of the most important committees of the club. I would counsel the Membership committee to consider most carefully the Code of Ethics in connection with every application or name that comes before them. The Rotary club, to perform its work in the community to best advantage, must have the representative men from the different lines of work. The representative man means not merely a man who has made a success of his business as most people understand the meaning of the word success, but it should be the man in that business who most truly represents the ethical side of life in accordance with the Rotary Code of Ethics.

## What is Success?

The word "success" has had in our ordinary life a wrong meaning attached to it. It has been generally considered only as applying to the man who had achieved power or wealth without regard to how he had achieved his position. The true meaning for Rotarians of this word "success" cannot be that, because in the Code of Ethics, article nine reads as follows:

"To consider no personal success legitimate or ethical which is secured by taking unfair advantage of certain opportunities to achieve material success that others will not take because of the questionable morality involved."

Because of this we must, as Rotarians, take

the meaning of the word "success" to be applied to that man who has so lived that his community and the world in general is better because of his presence.

The Membership committee may have an opportunity to consider several names of persons engaged in the same business, and the duty of that committee is to carefully scan the personal attributes of each man so they may be enabled to select the truly representative man in that line for membership in the club.

I have found that Rotary is not understood by the public at large. There is a wide spread idea that Rotary is an organization for mutual financial benefit and for social pleasure. Of course all Rotarians know that this is not true, and wherever they meet with this idea on the part of outsiders they should do their utmost to make plain the real practice and intent of Rotary.

Where the public has such an idea of Rotary the efficiency of the club in that community is weakened, but if the public can be made to understand that Rotary is not a selfish organization, that it is a body of men who really believe that the Golden Rule can be applied to the conduct of business, there is no question but that the influence of Rotary in the community would be greatly enhanced.

In article ten of the Code of Ethics we read "To be not more obligated to a Brother Rotarian than I am to any other human being." Surely that statement is perfectly plain. It must mean that the Rotarian is free to carry his trade or his business where he pleases. But it also follows that if our friends can furnish us with goods or service equal to another, not our friend, we shall undoubtedly trade with our friends.

There is a material advantage which comes to a Rotarian and that advantage is brought about thru friendship. When he becomes a member of a club of men, each representing a different line of business, and he finds that these men are his friends, it is quite natural that he will turn first to them when he desires material or service which they can furnish, but this is only what happens in all lines of life. Before the Rotary club was established we naturally turned to our friends for service rather than to strangers.

#### Profit in a Rotary Sense

Our motto "He profits most who serves best" is, I believe, partly to blame for the erroneous idea of Rotary of which I speak. Words are made to convey thoughts, but it is difficult to select one word like "profits" and be sure the meaning you intend is the one given by others.

Too many people think only of financial gain when they hear the word "profits," and for that reason feel that Rotary, having its motto what it is, really means a body of men gathered together for financial gain.

It is evident however, when we peruse the Code of Ethics and the Constitution, that this was not the meaning intended by the founders of Rotary or the maker of this motto. There is no question that the meaning was intended to be something higher and more important. It is a fact that good service, true service, will result in material gain, but it may not be in large amount.

If you can convince me that in your line you can provide me with better service than another, when I desire the thing that you sell, I naturally turn to you. This is the material profit that comes from good service, but the important profit, the great gain, the great benefit which comes to all of us because of unselfish service, and because of work well done, is that moral uplift and mental invigoration which follow.

Good work and good service come about because a man loves his work. They never come from a man who is driven to his work or who is constantly wishing that he was engaged in some other line of endeavor. Consequently Rotarians, if the members are properly selected, are the men who have been successful in their lines of endeavor because of love for their work.

In consequence we Rotarians are therefore in duty bound to expound on every opportunity the true meaning of Rotary. I believe the true meaning is more fully expressed in the slogan "SERVICE NOT SELF" because here are no words which can be twisted to mean other than what they palpably do mean. Service has but one meaning, and when we say that Rotary stands for service, we convey to the public a different idea than when we say "He profits most who serves best."

#### Meaning to Individual

Now what does all this mean in the end for the individual Rotarian? To my mind it means this: We have found that we have many friends whom,

#### A Definition

Three years ago it meant to me  
Just a word—did Rot-a-ry.  
Now it means most everything  
All good comradeship can bring.

It means all sorts of jokes and fun,  
It means the glooms are on the run;  
But if there's solemn work to do,  
Then Rotary can do that too.

They work but do it in a way  
To make the fellows think it's play;  
All their work is brisk and snappy,  
For Rotary, you know, means happy.  
—Amelia Adams Harrington, Atlanta, Ga.

as I stated, we did not know before that we possessed. We shall find if we consider what friends are for, that they make for happiness, and this is true not because they do things for us, but because we are able to do things for them.

You all know how much satisfaction there is in doing a good act, in relieving a friend's distress, in contributing to any worthy cause, and you all know how much more pleasant it is to be able to give than to merely receive. It means that, because your life is fuller, that you are in a position to help the community with good works and square dealing, that you as a representative of your business can go back to your brothers in trade as a missionary spreading the word of good deeds, square and honest treatment.

I ask you to consider the effect if the Rotary principles as outlined by the Code of Ethics, and in accordance with the intentions of the founders of Rotary, could prevail throughout the world. Were every man truly a Rotarian, the awful struggle, the horrible slaughter now taking place on the other side of the world, could never have been begun.

America has been drawn into this great war, and is now fighting for the very principles and ideas promulgated in this Code of Ethics. Certainly now it behooves every man, every true American, to do his utmost to spread such a doctrine as we stand for, and if we live and follow the principles of Rotary, if we practice what we preach, if we apply the Golden Rule to all our acts of life, we shall make our part of the world a better place in which to live.—John Calvin Sevens, Architect, Rotary Club of Portland, Me.

## Applied Rotary

I BELIEVE that every Rotarian should read the Rotary Code of Ethics occasionally, and that in connection with it he should also make himself familiar with the uniform Constitution sanctioned by the International organization and used by all the clubs. The Code of Ethics and the Constitution are closely woven together.

When we take these two documents and consider them carefully in regard to the duties of members, we must be impressed with the obligations which come to every member. We shall remember that the membership in Rotary is made up in a manner unlike other bodies, or organizations. As a rule men do not solicit membership in Rotary clubs, they are selected. They are in a sense therefore conscripted, and partly because of this a member is in duty bound to obey orders.

When the officers of the club call upon him to perform certain duties and functions, it is not up to the individual member to say that he is not fitted; that he cannot do it; but it is up to him to realize that he has been selected by men who know him, by men who know his capabilities, and since they believe that he can perform the task assigned to him, he should do his utmost to carry out the orders of his superior officers to the best of his ability.

#### Business Ethics Improving

As it is in the general way, so it is in our business ethical life. I have been in business only a little over ten years and if there is any truth in the tales of yesterday regarding the jobbing trade there has been a wonderful improvement of late. Formerly jealousy and hatred of competitors seemed to be the rule, trickery and questionable practices were common. These things still exist, but they are the exception, not the rule, and in the business with which I am most familiar while competition is still keen, friendly cooperation abounds and there is a desire to help and be fair to the man next door or the one doing business in Kansas City or Los Angeles. I presume that it is the same in most classes of business.

In the legal profession, ambulance chasers and pettifoggers abounded even twelve or fifteen years ago when I was practicing; I don't believe they are tolerated now even as they were those few years ago. I don't believe there are as many men who want to be pettifoggers.

The medical profession ethically has made wonderful strides and more and more it is imbued with the spirit of unselfishness.

While this improvement seems to be general, don't understand me as feeling that we have come anywhere near the goal of perfection; only that a start has been made and that with all Rotarians keeping the second object in our mind, by applying it to our daily lives and spreading the influence we may have we can be of great service to the profit of all.—Joseph R. Naylor, Rotary Club of Wheeling, W. Va., in talk before his club.

#### OFFICIAL ROTARY DIRECTORY

A new edition of the Official Directory of International Rotary has been issued. It contains valuable information, including the names of all recognized Rotary Clubs, their presidents and secretaries, times and places of meetings, etc. A copy will be sent to each Rotarian who sends a request to International Association of Rotary Clubs, 910 S. Mich. Ave., Chicago, Ill.





### Overheard by A. Little Bird

**Robbie Robertson, of the Oakland (Calif.) Rotary Club,** is in France, doing good work for the Y. M. C. A., entertaining the soldiers with his singing and funny stories. A letter just received from him at International Rotary Headquarters says that he is very busy, singing or speaking two or three times a night, in huts, barns, or in the open. He writes, "This is great work and those boys deserve all we can do for them." Robbie is giving them a song of his own which goes like this:

#### The Song of the Shirt

*The song of the shirt—  
I wish it were clean;  
It's beginning to stick  
And makes me feel mean.*

*It's color is dark;  
It can stand all alone;  
Its fibers are stiff  
And as hard as a bone.*

*It's the best I can do—  
So why should I fret?  
The rain's coming on,  
So I'll get it clean yet.*

Robbie says "it would be awfully nice if we Rotarians out here could get **THE ROTARIAN** to read." His address is 12 Rue d'Aguesseau, Paris, France.

**Rotarian Ivan E. Allen of Atlanta** is being groomed as a candidate for the State Senate of Georgia. Good luck, Ivan, the Georgia State Senate will be the winner with you in its ranks, no matter how good it might be without you.

**Rotarian John H. Mock of the Albany (Ga.) Rotary Club** and secretary of the Chamber of Commerce, more generally known in his home town as the "Bullionaire" of that body, has been elected to the Legislature as representative of Dougherty County. His escort to Atlanta was a bunch of fellow "Rotes" and citizens.

**Rotarian Frank Jennings of Chicago,** advertising manager of **THE ROTARIAN**, spent his vacation at Elm Island, in the Rock River, near



**J. Frank Lanning, Pittsburgh (Pa.) Rotary Club,** and a wild bluejay in the Grand Canyon of the Colorado. He made friends with the wild bluejays thru the help of W. W. Bass, who has lived near the canyon for many years, is on friendly terms with all the wild creatures, and is a chief of the Hopi Indians. Lanning organized the San Juan (Porto Rico) Rotary Club.

Oregon, Illinois, and proved that he was some fisherman—according to his own story and clippings from the local newspapers. Frank is credited with being one of two men who caught a thirty-pound fish—a buffalo—with a hook and line, and landed it in the row boat without breaking the line.

**The Pottsville (Pa.) Rotary Club** is mourning the loss of one of its former presidents, Wm. J. Sheldon, Jr., who died August 5th.

**Rev. Ernest C. Mobley, a member of the Amarillo (Texas) Rotary Club,** has been granted an indefinite leave of absence from his church with six months' full pay in order to engage in Y. M. C. A. work overseas.



**Private Arthur M. Lockhart, member of the Rotary Club of Henryetta, Oklahoma,** and former secretary. This snapshot was made while Lockhart was on detached duty at Fort Logan, Colorado, in the Signal Corps. He expected to leave soon for the Signal Officers' Training Camp at Camp Meade, Maryland.

**Paul Willis, who organized the Rotary Club of Waukegan (Ill.)** when he was the executive secretary of the Waukegan-North Chicago Chamber of Commerce, is working for the U. S. Government at East St. Louis, Ill., as Executive Director of the War Department's Civic Program. Paul is an expert on civic development and community building, and he has a big opportunity at East St. Louis to put his knowledge to practical use for Uncle Sam. That city is one of the war manufacturing cities of the country and presents housing, sanitation, social, etc., problems to solve so that its war work may be more effectively done.

**Albert S. Adams of Atlanta, First Vice-President of the International Association of Rotary Clubs,** has formed a new real estate firm under the name of the A. S. Adams-Cates Company which has succeeded to the business of the B. M. Grant-Adams Company.

**Capt. H. W. Taylor, a member of the Mobile (Ala.) Rotary Club,** is detailed to the staff of the Chief Surgeon and is doing special inspection work in the Bureau of Medical Research in France. His address is—c-o Chief Surgeon's Office, American Red Cross, Paris, France.

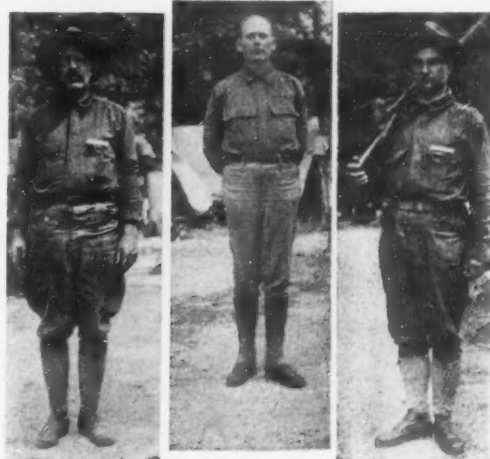
**Dr. Dewey R. Powell, First Lieutenant in the Medical Service of the U. S. Army.** Dewey is a member of the Rotary Club of Sacramento, California, former president of that club, and was the governor of the old Rotary District No. 13 in 1917-1918, during which time he visited all the clubs in his district, including the club at Honolulu. He received his commission just after the close of the Kansas City Convention which he attended. He is stationed at the Letterman General Hospital at San Francisco.



**Captain F. Clifford Turner, a member of the Miami (Fla.) Rotary Club,** is now on active service in France.

**Dr. Jordan of the Seattle (Wash.) Rotary Club** has been commissioned a captain and is stationed at Camp Lewis.

**The Rotary Club of Fresno (Cal.)** has loaned the services of two more men to Uncle Sam. They are Cliff Sweet (who may be influential in the conservation of sugar in the army?) and Jack Pettis; both are to serve in the medical corps.



**Three Rotarians at the civilian training camp at Camp Stever, Lake Geneva, Wisconsin,** conducted by Captain Beals of the United States Army, under the auspices of the Military Training Camps Association. From left to right they are: Fred Ayer, secretary of the Rotary Club of Akron, Ohio; Chesley R. Perry, secretary of the I. A. of R. C.; and Philip R. Kellar, managing editor of **THE ROTARIAN**. They were in the same tent.

**Robert E. Saul, a member of the Richmond (Virginia) Rotary Club,** had a very pleasant experience recently when going to Washington. An elderly lady and her daughter occupied the seat across the aisle and on spying the button on Bob's coat the lady leaned over and asked if it was a Rotary button. It didn't happen to be a Rotary button but Bob happened to be a Rotarian and said that he would be glad to render

## ALLIED ROTARY CLUB IN FRANCE

The following cablegram was received at International Rotary Headquarters, August 26th, from Rotarian Ancil T. Brown, who is in France for the Y. M. C. A.:

GREETING FROM FRANCE. "ALLIED ROTARY CLUB IN FRANCE" FORMED AT DINNER IN PARIS, EVENING OF TWENTY-THIRD AUGUST. WEEKLY LUNCHEONS THURSDAY, HOTEL CONTINENTAL.

BROWN.

Ancil's more detailed report by mail probably will be received in time for publication in the next issue. Every Rotarian in France will be welcomed at these meetings.

any service which she might desire. The lady said that she was going to Washington to see her son who was in camp and that her son had told her to find a Rotarian on the train who would certainly be glad to take care of her when she got to Washington. Bob proved to her that her son knew what he was talking about.

*Seen in the New York Rotary speaks:* "If Dr. Smite, now that he has received a captain's commission, will get close enough to the Kaiser to land one flush on the chin putting him down and out, it wouldn't be hard to guess who the next president of the New York Rotary Club would be."

*Capt. Harry W. Terry, a member of the St. Paul (Minn.) Rotary Club, "got the goods" to prove his service in France. His wife has just received a German helmet which her husband sent her, the owner of which was bayoneted by Capt. Terry while acting as sentry in No Man's Land. The German was encountered by an Australian party lead by Capt. Terry and as he arose to give the alarm (in spite of the fact that he had been warned to keep quiet) Capt. Terry thrust a bayonet thru him and then took his helmet as the "spoils." The Australians then surprised the German outpost and took thirty prisoners.*

*De Hull N. Travis of Flint, Michigan, who is the director of the Theatre Division of the U. S. War Department Commission on Training Camp Activities, has arranged a concert tour of all the Liberty Theatres by Frances Ingram. Miss Ingram will be remembered by those Rotarians who attended the 1916 Convention at Cincinnati as one of the soloists who contributed so much to the musical features of that week. While singing before the Rotary Club of Flint recently Miss Ingram expressed a desire to sing for the soldiers and Secretary Travis "got busy." Her services are given without charge.*

*Rotarian Shirley Shaw, Christian minister of the Santa Barbara (Cal.) Rotary Club, has gone to San Diego to do Y. M. C. A. work in the naval training station there. Shaw has just returned from a trip to Seattle, where he went on similar service.*

*Charles L. Mitchell of the Topeka (Kan.) Rotary Club is a busy man. Besides being Chairman of the Office Supply Vocational Section in Rotary he has recently been appointed vice-chairman of the war industries board for the district of Kansas. The appointment was made by the secretary-treasurer of the war resources committee. Rotarian Mitchell also has been appointed president of the Kansas State Stationers' Association.*

*Lieut. J. B. White, a member of the Hutchinson (Kansas) Rotary Club, was killed in action in France July 25th, which brings the American Rotary casualties up to five.*

## IN THIS LITTLE WORLD

Captain Edwin Denby of the Marine Corps was leaving Paris Island, S. C., and was talking things over with his successor, Lieutenant Arthur Brenner Jacques. The practice of law was mentioned.

"That once was my profession," said Captain Denby, "I was a Congressman from Michigan."

"And I," said Lieutenant Jacques, "was a page in the House of Representatives."

Just then the door opened, and in walked Private Ward B. Arbury, of the 205th Company, U. S. Marines.

"This completes the triangle," said the Captain. "Private Arbury was my secretary in Congress."

Captain Denby is a member of the Rotary Club of Detroit.

*Rotarian William Whitfield of Portland (Ore.) is now a captain in the E. R. C., United States Army, and will have charge of a bureau of accounts in France.*

## Rotary's Gold Star Roll of Honor

*Members of Rotary Clubs who have given their lives in the war.*

Lieut. J. B. White, Hutchinson, Kan.  
Killed in action in France.  
Lieut. Phil. Billard, Topeka, Kan.  
Killed July 25, 1918, in France.  
Lieut. F. G. Diver, Toronto, Ontario.  
Killed October 21, 1916, in France.  
Lieut. Arthur G. Halm, Phoenix, Arizona.  
Capt. Frank W. Hulett, Lewiston, Maine.  
Killed June, 1918, in France.  
Major John S. Lewis, Montreal, Que.  
Killed Nov. 18, 1916, in France.  
Capt. C. H. Baker, Calgary, Alta.  
Killed in action, 1916.  
Capt. Richard Steacie, Montreal, Que.  
Killed April 22, 1915, in France.

*Rotarian Dick Shea of the New York Rotary Club is very low at the Memorial Hospital, North Conway, N. H.*

*Rotarian Sumner S. Paxson of Honolulu has been appointed president of the board of health at that place.*

*Rotarian Harry Wolfe of the Kansas City (Mo.) Club has enlisted in the U. S. Navy and is stationed at Great Lakes, Illinois.*

*Sol Klarberg, a member of the Pine Bluff (Ark.) Rotary Club, has gone to France to do Y. M. C. A. work among the U. S. soldiers.*

## Recent Additions to Rotary Family

**I**N SPITE of the vacation and "lazy summer" season, the work of organizing new Rotary Clubs has progrest in a most satisfactory manner.

The new district governors, elected at Kansas City, have taken up the work of their predecessors without loss of time (Continued on page 188.)



*Rotarians of Flint, Mich., building a lodge for the Boy Scouts, which they completed and equipped at their own expense in money, materials and labor.*



# The Amazing Experience of Victor Jones

## How in One Evening I Discovered the Secret of a Good Memory and in Six Months Increased My Business One Hundred Thousand Dollars

As I look back on it today, I can hardly believe that it is only six short months since I first met David M. Roth, the famous memory expert, and learned from his course—in one evening—how to make my memory do wonderful things, which I never dreamed were possible.

That first meeting, which has meant so much to me since, was at a luncheon of the Rotary Club in New York where Mr. Roth gave one of his remarkable memory demonstrations. I can best describe it by quoting the *Seattle Post-Intelligencer's* account of a similar exhibition:

"Of the 150 members of the Seattle Rotary Club at a luncheon yesterday not one left with the slightest doubt that Mr. Roth could do all claimed for him. Rotarians at the meeting had to pinch themselves to see whether they were awake or not."

"Mr. Roth started his exhibition by asking sixty of those present to introduce themselves by name to him. Then he waved them aside and requested a member at the blackboard to write down names of firms, sentences and mottoes on numbered squares, meanwhile sitting with his back to the writer and only learning the positions by oral report. After this he was asked by different Rotarians to tell what was written down in various specific squares, and gave the entire list without a mistake."

"After finishing with this, Mr. Roth singled out and called by name the sixty men to whom he had been introduced earlier, who in the meantime had changed seats and had mixed with others present."

It was just such a meeting that I attended at the Hotel McAlpin, when Mr. Roth started me on the "Road to Better Memory."

My own progress in memory building since that time seems like one of those pleasant dreams about picking up basketfuls of money. You know the kind—when you lie still and try to stay asleep so you can keep on dreaming (and picking up money). But it is reality all right for I have the proof. I can now go into a room with from 30 to 50 people, and one hour after being introduced to them—or a week after or a month—call their names instantly, almost without a single mistake on meeting them again, wherever it may be or however unexpectedly I may run into them.

But I find I am not the only one who has had this strange and quite unbelievable experience.

Only yesterday I was sitting at the desk of Mr. Roth's publisher, the president of the Independent Corporation, when we were interrupted by the ring of his telephone. I had come to discuss some of the finer points in Mr. Roth's code for linking up numbers with names and business facts. When the publisher hung up the receiver he said, "That was Terrence J. McManus speaking, of the law firm of Olcott, Bonyng, McManus and Ernst. You have heard of him of course—a striking figure in many famous criminal trials in New York City, and a hard man to beat when it comes to a test of wits or memory."

"He says he regards our service in giving this Roth Memory Course to the world as a 'public benefaction.' The wonderful simplicity of the method and the ease with which its principles may be acquired appeal to him tremendously. He says he has already had occasion to test out the effectiveness of the first two lessons in preparing for trial an important action in which he is about to engage. (You see I am pretty good myself at reporting telephone talks—thanks to Mr. Roth!)"

"But that is an everyday occurrence now. We have just received this letter from E. B. Craft, Assistant Chief Engineer of the Western Electric Company. He says:

"At one sitting I succeeded in learning the list of 100 words in Mr. Roth's first lesson forward and backward, and to say that I am delighted with the method outlined is putting it very mildly. I feel already that I am more than repaid in the real value and enjoyment I have gotten from the first lesson."

"The gratifying, and inspiring, part of it is," continued the publisher, "that they all say substantially the same thing. Here is a basket of 1,000 letters from Roth enthusiasts received by us in the past 30 days selected at random from the many thousands who have written in ordering the course. One man says, 'It can't be true!' and returns the course. The other 999 tell in glowing terms what the Roth method is doing for them, in many ways, and how quickly and delightfully they have mastered the big idea."

"A good composite of the general type of these letters is furnished by this letter received several months ago from C. Louis Allen, who at 32 became the President of a million-dollar corporation, the Pyrene Manufacturing Company, makers of the famous fire extinguisher. You know the letter but read it again. He says:

"Now that the Roth Memory Course is finished, I want to tell you how much I have enjoyed the study of this most fascinating subject. Usually these courses involve a great deal of drudgery, but this has been nothing but pure pleasure all the way through. I have derived much benefit from taking the course of instructions and feel that I shall continue to strengthen my memory. That is the best part of it. I shall be glad of an opportunity to recommend your work to my friends."

"I tell you, Mr. Jones, it is a great experience to read these letters that pour in every day from every corner of the land—especially when I think how simple this method is and how few people among those who need it so badly have imagined before that such a thing could exist."

All this was no surprise to me. In fact it seemed rather "tame" compared to my own experience with the Roth Course—which was as follows:

It sent me ahead in my business like a twin-six "on high" and to a degree that I would not have believed possible. And all in six months!

I know it was the Roth Course that did it. I will take my oath on it. Because I cannot account for the change in my whole business life in any other way.

I had suspected that the letter I saw from "Multigraph" Smith (H. Q. Smith, Manager Multigraph Sales Company of Montreal) was over enthusiastic. But I know now from my own actual experience—that he didn't put it a bit too strong when he wrote:

"Here is the whole thing in a nutshell: Mr. Roth has a most remarkable Memory Course. It is simple, and easy as falling off a log. Yet with one hour a day of practice, anyone—I don't care who he is—can improve his memory 100 per cent in a week and 1,000 per cent in six months."

The cold fact is that my new grip on business came in the six short months from the time I took up the Roth Memory Course.

In that brief period—and my cashier will vouch for this—I increased my sales by \$100,000—and that in war time, mind you, with anything but a "war bride," and with German drives sending cold shivers down the public spine and

submarines knocking holes in business confidence and buying habits.

The reason stands out as brightly as a star bomb. Mr. Roth has given me a firmer mental grasp of business tendencies and a better balanced judgment, a keener foresight and the ability to act swiftly and surely that I never possessed before.

His lessons have taught me to see clearly ahead; and how to visualize conditions in more exact perspective; and how to remember the things I need to remember at the instant I need them most in business transactions.

In consequence, I have been able to seize many golden opportunities that before would have slipped by and been out of reach by the time I woke up.

You see the Roth Course has done vastly more for me than teaching me how to remember names and faces and telephone numbers. It has done more than make me a more interesting talker. It has done more than give me confidence on my feet.

It has given me a greater power in all the conduct of my business.

Mr. Roth's course has endowed me with a new business perspective. It has made me a keener observer. It has given me a new sense of proportion and values. It has given me visualization—which after all is the true basis of business success.

Now, dear reader, do you not think you can use this Roth Memory Course in *your* business? It doesn't cost a penny to try it out. I am willing to lay a large wager—right now—that if you will send for the course and spend *one evening* on that fascinating first lesson, they won't be able to get it back from you with a team of horses. And you will vote that \$5 (which I know you will send eventually) the best investment you ever made. VICTOR JONES

### Send No Money

So confident is the Independent Corporation, the publishers of the Roth Memory Course, that once you have an opportunity to see in your own home how easy it is to double, yes, triple your memory power in a few short hours, that they are willing to send the course on free examination.

Don't send any money. Merely mail the coupon or write a letter and the complete course will be sent, all charges prepaid, at once. If you are not entirely satisfied send it back any time within five days after you receive it and you will owe nothing.

On the other hand, if you are as pleased as are the thousands of other men and women who have used the course send only \$5 in full payment. You take no risk and you have everything to gain, so mail the coupon now before this remarkable offer is withdrawn.

### FREE EXAMINATION COUPON.

## Independent Corporation

Division of Business Education, Dept. 3210, 119 W. 40 St. N. Y.

Publishers of *The Independent* (and *Harper's Weekly*)

Please send me the Roth Memory Course of seven lessons. I will either remail the Course to you within five days after its receipt or send you \$5.

Name.....

Address.....

P. O. ....

State.....Rot 10-18



# GRAND RAPIDS

## THE CITY OF INDUSTRY

"THE FURNITURE CITY"

### *The Proudfit* Loose- Leaf Binders are 100% Efficient

Proudfit Binders are adapted to every kind of a loose leaf catalog, book or ledger. These binders have no protruding metal parts on the outside of the book. They open flat and take up no more space than the book itself.

We make proudfit binders of all sizes, from small memo books to large loose leaf catalog binders, ledgers, etc.

For complete information write for our free "Seven Club booklets."

*The Proudfit*  
LOOSE LEAF CO  
Grand Rapids, Mich.

GRAND RAPIDS, the second city of Michigan, is progressing with giant strides, toward a greater destiny than even its most sanguine citizens dreamed of a few years ago.

With its 46 furniture factories it leads the United States in that important industry. It has 65 metal plants. Its present population of approximately 140,000 is soon to be increased by from four to five thousand workers in the construction of the immense picric acid factory which has been located here by the United States Government. This munitions plant will employ from 1,800 to 2,000 operatives. A site is being selected for an important government aviation field soon to be located in the "Furniture City" which will swell the population and increase the importance of Grand Rapids as a manufacturing center.

Grand Rapids is a city of charm—it is a delightful residence city. It has splendid water, heat and lighting systems. It ranks second of all cities in the country in the number of people owning their own homes.

The progressiveness of the Grand Rapids Rotarian Club of 400 members is expressed by its two-page ad in THE ROTARIAN on yearly contract. These Rotarians are everlastingly after business and THE ROTARIAN helps them land it from business people of the highest type of commercial and business honor. Beyond question Grand Rapids "is a comer" among American cities, is prosperous, good to live in and it enjoys the best facilities for industrial expansion.

Any inquiries concerning Grand Rapids and its opportunities may be addressed to Lee W. Bierce, Secretary, Grand Rapids Association of Commerce.



### Be Sure It's a "Victor"

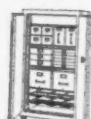
Victor metal waste baskets are fire-proof, practically indestructible, have molded corners at the top, and are finished in olive green, oak or mahogany.

You can buy a Victor metal basket at almost any first class dealer. Be sure to call for the "Victor."

Write for our free booklet, "Furniture of Steel for Bank and Office," which illustrates and describes our line of steel baskets, desks, bond boxes, tables, etc. The booklet is free.

METAL OFFICE FURNITURE COMPANY  
GRAND RAPIDS, MICHIGAN

### Use the Macey Catalog as a Guide to Buying Standard Office Equipment



So highly standardized is Macey office equipment in wood and steel that many busy executives have found it to their advantage to buy office equipment according to the Macey standard.

You, too, will profit by the liberal use of the Macey catalog in buying office equipment.

We issue four catalogs, one on office desks, one on filing appliances, one on filing equipment supplies and one on Macey sectional bookcases.

Any one or more of these catalogs will be mailed you free on request.



*The Macey Co.*  
GRAND RAPIDS, MICHIGAN

### STEEL CUPBOARDS



Adaptable in all offices for Records, Stationery, Office Supplies, Tools, etc. Has adjustable shelves with or without Vertical Dividers. Service and Superior Quality, at reasonable prices. Also a complete line of Steel Lockers, Wardrobes and Shelving. Write for catalog.

*A. C. Terrell*  
Rotarian

TERRELL'S  
EQUIPMENT  
COMPANY  
GRAND RAPIDS  
MICHIGAN

Ask any one of our four thousand merchants what New Way Methods have meant—ask about the Increased Volume, gained as a result of Better Display and Better Store Service—ask about Reduced Overhead and Depreciation, and inquire, also, regarding the Increased Efficiency of the store organization as a whole. Then decide how soon this great influence is to increase the dividends of your business.

### Grand Rapids Show Case Company

Main Office and Factory:  
GRAND RAPIDS, MICH.

Branch Factory LUTKE MANUFACTURING  
CO., Portland, Ore.

Licensed Canadian Mfrs., JONES BROS. & CO.,  
Ltd., Toronto, Ontario.

Branch Offices and Salesrooms Principal Cities



# GRAND RAPIDS

## THE CITY OF INDUSTRY

"THE FURNITURE CITY"

### Use the Satellite Adjustable Typewriter Stand in Your Office



New Style  
No. 2X  
\$15.00  
as illustrated

Style 2EXT  
with shelf and ex-  
tension board  
\$23.00

Write for our  
complete folder

The Satellite type-  
writer stand is made  
of metal with a wood  
top. It can easily be  
rolled about from one  
place to another,  
takes up little space  
and increases the  
stenograph-  
er's efficiency by  
at least 20%.

The stand is  
made to hold just the type-  
writer or adding machine and  
can conveniently be used with  
any roll or flat top desk.

### Thirty Days Free Trial

Let us place this  
stand in your office for  
thirty days free trial.  
If it does not meet with  
your approval you can  
send it back to us ex-  
press collect.

Write for folder which  
gives complete descrip-  
tion and prices of the  
various models, or

simply write us saying you are willing to try this  
stand for thirty days at our expense.

**ADJUSTABLE TABLE COMPANY**

418-438 Mt. Vernon Avenue

Grand Rapids, Michigan



Home of

## THE JAMES BAYNE COMPANY

Grand Rapids, Michigan

Producers of the  
highest grade of

**COMMERCIAL PHOTOGRAPHY**

**PHOTOGRAVURE**

**ENGRAVING PRINTING**

Quotations and Samples on Request

Mention this Magazine  
L. A. WERRY, Sec. Rotarian

### Does the Post Card Come Back?

**YOUR** direct-by-mail advertising is  
employed to get direct returns, and  
on the amount of these returns depends  
its effectiveness. And the results you  
get out of it depend on the amount of  
skill and "printing sense" put in it as  
well as on the excellence of your copy.

That's where the Cargill Organization  
can be of great help. It combines the  
highest mechanical skill and equipment  
with wide advertising experience—a  
combination absolutely necessary to  
get the effectiveness that gives pulling  
power—that brings back the replies.

Cargill Service includes every step in the build-  
ing of advertising literature—planning, design-  
ing, illustrating, retouching, plate-making,  
printing, binding and shipping—and copy if  
you desire.

Let us tell you how we can help you on  
your work.

### The Cargill Company

Complete Printing Service

Grand Rapids,  
Michigan

### Lead Mold Electrotypes Will Save You Money

Lead mold, steel faced electro-  
types are fast taking the place of  
duplicate original half tones for  
high grade printing, particularly  
multi-color work.

#### Service

To manufacturers furnishing dealers  
with newspaper cuts, we offer an un-  
usual service.

Let us tell you more about this special  
service.

#### Two Complete Plants

**Grand Rapids Electrotpe Company**

GRAND RAPIDS, MICHIGAN

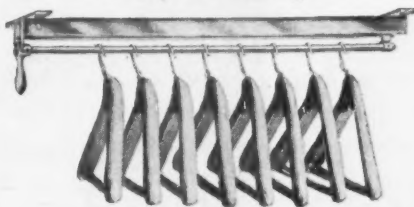
Henry L. Adzit, Rotarian

**Adzit Electrotpe Company**

DETROIT, MICHIGAN

D. S. Medbury, Mgr., Rotarian

### Garment Carriers for Homes, Clubs, Lodges and Apartment Buildings



These garment carriers can be  
built into any closet or wardrobe at  
a very low expense. They solve the  
problem of a practical, sanitary, space  
saving method of keeping clothing.

The telescope slide, mounted on heavy  
roller bearings, enable you to at once bring  
the entire wardrobe into view. It does  
away with having the hunt for garments  
in a dark closet or wardrobe. Made in  
various sizes to fit every requirement.

Write at once for circular and prices.

**KNAPE & VOGT MFG. COMPANY**

Successors to John Knape Machine Company

GRAND RAPIDS, MICHIGAN



## Pantlind Hotel

550 Rooms

European Plan

Maximum Comfort at  
Minimum Cost

**Pantlind Hotel Company**

Operators

Fred Z. Pantlind, Rotarian

## MONTHLY INCOMES

*learn how to provide one  
against your later years  
by getting in touch with any agent or broker*

## THE TRAVELERS

HARTFORD, CONNECTICUT

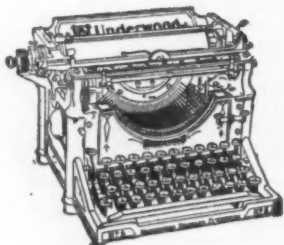
*Good to Insure in*

*Good to Represent*

Life Insurance	Monthly Incomes	Accident & Health
Automobile	Burglary	Plate Glass
Employers' Liability	Workmen's Compensation	Group Insurance
Steam Boiler, Elevator	Mercantile Safe	Payroll Hold-up
General and Public Liability and other lines		

*Moral: Insure in The Travelers*

## Why Buy a Typewriter Because Someone Says It Is



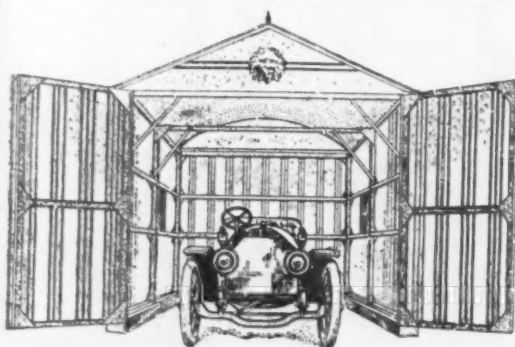
**"JUST AS GOOD" as the  
UNDERWOOD**

*Buy the Machine which is the  
Standard of Quality*

**SPEED—ACCURACY—DURABILITY**

and for the greastest cause  
The best investment for you

## Liberty Bonds



### Okay Fireproof Garage

Portable, sightly, convenient. Reduces maintenance cost and fire hazard. Simple to erect. The cost of housing your car in a public garage for two years will pay for the Okay Garage. Comes to you complete. Hardware, locks, hinges windows, guttering, down spouts, etc.

Built by and for ROTARIANS

We guarantee satisfaction to the users of the Okay Garage. Write for catalogue and prices.

**O. K. Harry Steel Company**  
2334 Papin St. - - St. Louis

## Recent Additions to the Rotary Family

(Continued from page 184) or momentum. A number of special representatives have been appointed and these are busy organizing new clubs. The next few months will show a large increase in the number of Rotary clubs.

The following new clubs have been organized since the last report was made in these columns:

### Baton Rouge, La. (In District No. 14)

The organization of the Rotary Club of Baton Rouge marked the fruition of earnest efforts made by the extension committee of the New Orleans Rotary Club. Rotarian Levering Moore was appointed as special representative for former Governor Mason. He spent a great deal of time on the work, assisted by W. P. Connell, and finally had the pleasure of seeing the club organized. The final organization was effected on 24 July, with thirty-five charter members. The club has made application for affiliation with the International Association. Its officers are: W. P. Connell, president; W. M. Barrow, vice-president; D. T. Bacot, secretary and treasurer.

### Marinette, Wis. (In District No. 15)

The organization of a Rotary Club in Marinette had been under advisement for some little time. The club, which has fifteen members, was finally formed on 19 August. Rotarian Fred Brandt of Green Bay acted as the governor's special representative and L. O. Robeck was chairman of the Organizing Committee. Officers were elected as follows: H. L. Haslanger, president; Ralph Skidmore, vice-president; Geo. W. Graves, secretary; M. E. Brown, treasurer. Headquarters office is now awaiting the formal application for affiliation with the I. A. of R. C.

### Havre, Mont. (In District No. 20)

Last May, Rotarian G. G. Bennett of Great Falls, who was appointed to investigate the possibility of organizing a club at Glasgow, Mont., reported that Havre was the logical place for the formation of a Rotary club. A short time ago the International Secretary's office received the formal application for affiliation from the Rotary Club of Havre. The permanent organization was effected on 27 June with the assistance of Rotarian Bennett. The following are the officers of the club: President, Frank Merrill; vice-president, Rev. L. J. Christler; secretary and treasurer, Frank W. McCarthy. The charter membership of the club is fourteen.

### Middletown, N. Y. (In District No. 3)

The Rotary Club of Middletown was launched the evening of 10 July at a meeting attended by delegations from the Rotary Clubs of Albany, Kingston, Newburgh, Utica, Newark, and Passaic. Talks were given by representatives from each club, besides the speeches made by District Governor George Dugan and Anthony Schulmerich of Newburgh, who acted as the governor's special representative. At a subsequent meeting the following were elected officers of the new club: Stanley G. Shimer, president; Warren J. Adams, vice-president; Frank H. Beakes, treasurer; Adrian H. Crawford, secretary. The club has applied for membership in the International Association.

### Warren, Ohio (In District No. 10)

That the Rotary Club of Warren will fill a long-felt need in the community is the opinion of Rotarian John R. Bentley of Cleveland under whose direction the club was organized. The club, of thirty members, was organized 25 June with the following officers: John B. Estabrook,



president; F. F. Bentley, vice-president; Lynn B. Dana, secretary; E. A. Grimm, treasurer. The club has applied for membership in the International Association.

#### Miami, Okla. (In District No. 17)

F. E. Dickerson as chairman of the Organizing Committee was instrumental in organizing the Rotary Club of Miami. Under the direction of former Governor Dawson he carried out the different steps of organization work and on 2 August the final organization meeting was held. Officers of the club are: President, H. D. Rockhold; vice-president, R. J. Danford; secretary, F. E. Dickerson; treasurer, G. W. Sapp; sergeant-at-arms, George Stein. The charter membership is thirty-three, and application for affiliation has been made to the International Association.

#### Clubs Affiliated

Recently affiliated members of the Association are:

- Weston, W. Va. (In District No. 6).
- Gainesville, Fla. (In District No. 8).
- Troy, Ohio (In District No. 10).
- Monmouth, Ill. (In District No. 12).

®

#### U. S. FLAG SENT TO EACH BRITISH CLUB BY NEW YORK ROTARIANS

Twenty-two beautiful silk United States flags were sent to the Rotary Clubs of Great Britain and Ireland by the Rotary Club of New York, thru President Andrew Home-Morton and Secretary Thos. Stephenson of the British Association, when they returned home in August after their tour of the United States and attendance at the Kansas City Convention. The presentation of the flags was made at a meeting of the New York club August 15, at which Home-Morton and Stephenson were the guests of honor. Not to have been one of the 400 Rotarians who attended this meeting was to have missed the opportunity of a lifetime, reports Secretary Bill Beamish, who adds that it was a finished lesson in patriotic internationalism, in Allied Brotherhood.

The flag of the United States is the oldest flag of the nations of the earth and it now goes forth in Rotary greeting to the older nation of the Allied Cause. It is to be, because of its presence under the roof of the respective Rotary Clubs of Great Britain, a pledge in International Rotary, a pledge to the community of nations associated in a righteous war, and a trust in a brotherhood of the future. "We have forwarded our tokens by its Heralds and our pledge is forever."

The presentation of the Colors was the idea of Rotarian J. J. Goldman and was made possible by his enterprise. It was a beautiful idea, a magnificent conception of the broadened Internationalism advocated by Rotary; its messengers will awaken a keener breadth of vision and a greater depth of sentiment on the part of Rotarians on both sides of the Atlantic. The presentation speech was made by Rotarian Dr. Merle St. Croix Wright. With such a subject and upon such an occasion it is needless to state that the Doctor awakened a patriotic fervor and was applauded at each and every one of his well rounded periods.

Rotarian Home-Morton in his acceptance of the flags remarked that they symbolized the birth of a new relationship between the Briton and the American—Brotherhood. For a long time we have used the family term of "cousin" but now we are brothers and that is what the flags will mean to him. Rotarian Stephenson joined with President Home-Morton in accepting the honor of acting as custodian of the flags, promised their



## When Belgium Stemmed the Tide

Four years ago the Belgian Army, war-worn and weak in numbers, confronted the Germans on the Yser. From Liege to the last narrow strip of their country they had resisted the invaders inch by inch, glorious even in retreat.

At the Yser the Belgians performed a signal service to the Allied cause by holding the Germans while the gaps were being closed in the Franco-British line to the rear.

Four years have passed, and the same nations are still at death grips

along the Western front. America, too, is there, and has this opportunity because the Belgians kept the enemy from crossing the Yser long ago.

The same unfaltering courage, the same inspiration for sacrifice in our army abroad and in our citizens at home will give us victory.

The complete mobilization of the whole people is necessary and the telephone service has an increasingly important part in speeding the national effort.

**More than 12,000 members of the Bell System are in military service. Those that remain at home must fill the gaps and do their utmost, with the co-operation of the public, to help win the war.**



AMERICAN TELEPHONE AND TELEGRAPH COMPANY  
AND ASSOCIATED COMPANIES

One Policy

One System

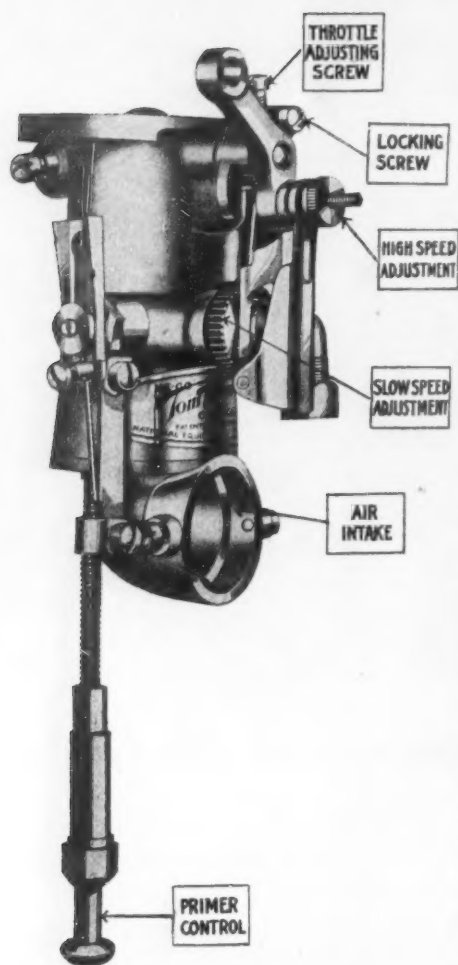
Universal Service



For Better Bookkeeping

LOOSE **I-P** LEAF

"ASK YOUR STATIONER"



## NE-CO John Thumb CARBURETER

A Midget in Size — A Giant in Power

Frank Jennings, of THE ROTARIAN staff, says: "It has made my Ford over into a different car. It gives me more power, handles a whole lot easier and what is quite important, I am getting much better mileage. I can throttle down to less than five miles an hour on high and the pick-up is wonderful."

Guaranteed to give satisfaction or money refunded. Will quickly pay for itself in extra power and economy.

Write for further particulars.

An excellent proposition for dealers.

Manufactured by  
**The National Equipment Co.**  
E. G. Atkins, Sec., Rotarian  
123 So. Racine Ave.,  
CHICAGO, ILL.

delivery to the British Clubs, and stated that in Rotary we have the opportunity, superior to that of any other organization at the present time—to bring the two English speaking nations together in more friendly and harmonious relations.

The other speakers were Rotarian Joe Mitchell Chapple, Editor of *The National Magazine*, who had just returned from France; and the Reverend Doctor George Adams, of Montreal. The United States Navy Band, from the Brooklyn Navy Yard, rendered patriotic and "jazz" music during the luncheon.

### ROTARY FLYING SQUADRON IN WAR EDUCATION WORK

The Rotary Club of Joplin (Mo.) is successfully carrying out an educational campaign under a committee called "The Rotary Flying Squadron," which holds frequent meetings in different communities. The original purpose of this movement was to spread patriotic enthusiasm in as many communities of the Joplin district as could be reached and thus assist in the success of campaigns for war funds.

The meetings are called for eight o'clock, giving the farmers time to do their chores and get to the schoolhouse or farm where the meeting is held. A week's notice of the meeting is given. Light refreshments are served and the city and country folks become acquainted. Different Rotary stunts are adopted to promote acquaintance.

Short talks are made on Rotary principles and practices, then the farmers talk on inter-community relations and farm subjects and a crack patriotic speech is delivered for closing. Songs are sung in their proper places.

### UNCONDITIONAL SURRENDER CLUB PROPOSED BY FLINT

The Flint, Michigan, Rotary Club has adopted resolutions endorsing the following pledge of the Unconditional Surrender Club founded by four Flint Rotarians.

"As a member of the Unconditional Surrender Club of America

"I pledge my undying fealty to the United States Government;

"I pledge my unfailing support to our soldier boys who are fighting the common enemy;

"I pledge myself and all that I possess to the cause of winning the war against Germany and her allies, if that be necessary;

"I pledge myself to make any and whatever sacrifices I may be called upon to make, to the end that the Central Powers may be brought to realize that only an UNCONDITIONAL SURRENDER will be acceptable to me and to my country, the United States of America."

### The War Angelus

The New York and New Orleans Rotary Clubs have made appeals to the mayors of their respective cities to issue orders for all bells to ring and whistles to blow at a certain time during the day as a signal for the citizens to stop for one moment of silent prayer for victory over military despotism. The New Orleans appeal has met with the hearty cooperation of the mayor; they also made the same appeal thru the ministers of the various New Orleans churches.

### Santa Barbara Boosts State Highway

The Santa Barbara (Calif.) Rotary Club reports the state highway from San Francisco to Los Angeles much improved and in very good condition for traveling. Thru the efforts of this club an appeal was made early in the spring

## Charlotte Dining Chairs



No. 204  
Queen Anne

A real thoroughbred in solid walnut, with an appealing price.

It has the 12 Charlotte Feature Points, including the famous Joint-Lock that has taken the squeak and rattle out of chairs.

This is only one of many distinct and select designs of Charlotte Dining Chairs.

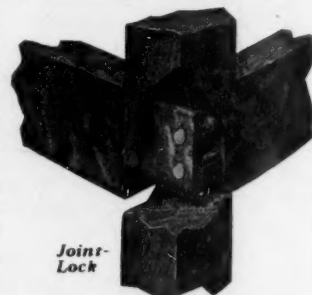
You Rotarian Furniture Buyers should take advantage of this offer.

Send for our new illustrated catalog.

### CHARLOTTE CHAIR COMPANY CHARLOTTE, MICHIGAN

(Bill Graham, Member Detroit Rotary Club)

Charlotte Dining Chairs, because of the Joint-Lock construction, will never creak or become loose or rickety. Charlotte Dining Chairs will remain solid as long as the wood lasts—which is practically forever.



Joint-Lock

## LIBERTY BOND VICTORY BONDS U. S. A. CANADA

### SELLWELL SHOE FORM CO.

MANUFACTURERS OF  
FIBRE & CANVAS FORMS  
SOLE OWNER  
ROTARIAN WILLARD C. RICHARDSON  
LYNN, MASS.

### Brass Goods Manufacturing Co. Brooklyn, N. Y.

Manufacturers of light sheet metal goods in large quantities. Send sample or drawings.  
(Member Brooklyn Rotary Club.)



thru the Governor of the state who brought action to bear on the State Highway Commission, and by constant prodding the club has succeeded in getting most of the pavement finish.

## New Club Publications

The York (Pa.) Rotary Club is getting out a new publication 4x9 inches which contains the list of officers, meeting notices, some Rotary philosophy, and some advertising. It consists of 3 pages.

The Hope (Ark.) Rotary Club is publishing a little pamphlet called *The Glory Bee* consisting of four pages and containing Rotary news, meeting notice and some advertising. It is a weekly.

The weekly publication of the Warren (Ohio) Rotary Club called *Rotary Notes* is a very cleverly illustrated sheet. Its contents are 100% Rotary news.

## ROTARIANS BUILD LODGE FOR BOY SCOUTS

The Flint Rotary Club has, in the past year, subscribed \$78,000 to the Boy Scout fund and this spring when the suggestion was made by the Boy Scout commissioner that the club finance the building of a Boy Scout lodge in the woods, the Rotarians subscribed the full amount necessary (\$750) for that purpose in ten minutes time. Later when it was decided to alter the plan and increase the size of the lodge, the subscriptions were raised to \$1,903.50. It was then suggested that the members of the Flint Club should take two field days to be spent in building the lodge, which plan was carried to a successful consummation. The lodge was built and equipt and then turned over to the Scouts. Now it is the plan of the Flint Club to hold a Rotary outing and dance at the lodge but it has been so popular with Scout troops that it is hard to find an open date.

## Newsboys Given All-Day Picnic

Rotarians of Fargo, N. D., entertained the newsboys of Fargo and Moorhead with an all-day picnic at Lake Cormorant in August, making the drive of thirty-five miles and return in autos which the members provided. About one hundred boys were in the party, ranging in age from eight to fourteen years, and the "time" they enjoyed was second only to that which the Rotary members had in watching them.

## Farm Help Supplied

The Racine Rotary Club voted to furnish from one hundred to two hundred farm hands at \$2.50 per day to relieve the stringency on farms. Those who have factory help who have had agricultural experience were asked to release such employes for farm labor until the harvest season was over. The help furnished by the Rotary Club was experienced and the distribution of their services depended upon the farmers' willingness to accept or ask for it.

## Milk and Ice for the Poor

Recently the Richmond, Virginia, Rotary club raised \$3,000 in a two hours' canvass of the business district for the purpose of providing funds for the purchase of ice and milk for the

# MURAD

## THE TURKISH CIGARETTE

Chorus:

Murad when you're sad,  
Murad when you're glad,  
Murad when you're mad,  
Tra-la-la, tra-la-la!



20  
Cents

## Fellow Rotarian—

**S**end me your business card  
or letterhead and I will  
send you a box of my cigars

—ten out of the box of fifty are yours. It doesn't make a particle of difference whether you take them from the top, middle, or bottom layers—they're all alike—each is a counterpart of the other. Rotarian customers in thirty-eight states, who have taken advantage of my offer, agree that my "Specials" are always dependable both in quality and fragrance.

### Here Is My Free Offer

Order a box of fifty today (a request on your business card or letterhead is sufficient)—smoke ten of them, and if you like them, as I know you will, send me your check for \$3.00 within ten days; otherwise you are privileged to return the remainder at my expense.



**HENRY T. OFFTERDINGER** ROTARIAN CIGAR MANUFACTURER OF WASHINGTON D.C.  
508 NINTH ST. N.W.

## The Live and Let Live Plan

**W**HEN adapted to the publishing of periodicals, is a glorious success. Here's how it works: The publisher keeps a scientific account of the cost of the printing; adds a small per cent for profit—and that's the bill. It insures a fair deal all around. We do business that way.

Printers for  
Organizations

**KABLE BROTHERS COMPANY** Mount Morris,  
Illinois.

## THE ROTARY EMBLEMS

*Wear the Official Button—Enjoy the Distinction*



No. 71 10K \$2.00 Each  
14K \$2.50 Each  
Actual Sizes



No. 72 10K \$1.75 Each  
14K \$2.25 Each  
Enameled Rotary Purple Blue



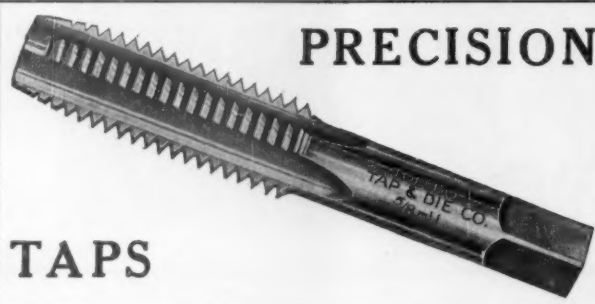
Midget  
No. 73 10K \$1.25 Each

Start your new Rotary Club year by giving your President a Gavel with a Silver Band and the Rotary Emblem. Write for special club price.

Made by **THE MILLER JEWELRY COMPANY**  
CLIFF. MILLER, Pres., Rotarian  
GREENWOOD BUILDING CINCINNATI, OHIO  
*Obtain from your Rotary Jeweler or write us direct.*

**THE BEST TAPS  
IN THE WORLD**  
are made in Toledo

**Toledo Tap & Die Co.**  
Toledo, Ohio  
R. L. ELLERY, President, Rotarian



## YOU ARE INTERESTED in the doings of BRITISH ROTARY CLUBS!

You heard at Kansas City what your British Brothers are doing.  
Keep your knowledge up to date by reading

## "THE ROTARY WHEEL"

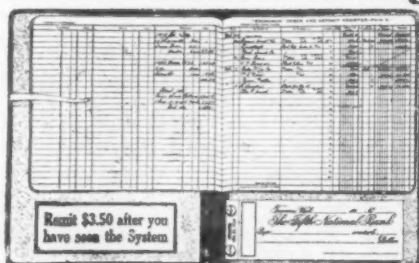
*The Magazine of British Rotary*

Subscription Two Dollars a Year—Commencing Any Time

Send two dollars to Frank R. Jennings, I. A. of R. C., Office 910 Michigan Ave., Chicago, Ill. Your name will be forwarded.

By placing your advertisement in the "Rotary Wheel" you will appeal directly to 2500 of the leading British and Irish manufacturers, jobbers, retailers. You could not choose a better medium. Rates moderate. Obtainable from Frank R. Jennings. Address as above or direct from Thos. Stephenson, Sec'y British Assoc'n of Rotary Clubs, 6 So. Charlotte St., Edinburgh, Scotland.

## New Check Registering System



New and accurate system for keeping complete records of your checks. Don't bother with check stubs. Save time by writing check and recording entry at the same time. Complete checkbook, cash book, voucher system all combined in one.

**Shipped on FREE Trial**

Write to us on your business stationery and we will send you the system without a penny down. Keep it five days and see for yourself how handy and what a fine record it makes, what an improvement over the old style check book. A modern method of accounting. If you like it remit us \$3.50; if not, mail it back to us. 4,000 already in use. You assume no risk. Don't hesitate. Write today and start in at once using the new method.

**MERCHANTS LITHOGRAPHING COMPANY**  
323 South Sangamon Street - Chicago, Ill.

poor children. Other work which they have been doing is, furnishing mechanical braces to crippled children and maintaining a number of boys at the State Industrial Home.

### WHEELING ENTERTAINS MOTOR TRANSPORTS

The Wheeling (W. Va.) Rotary Club has made arrangements to furnish entertainment to the U. S. Motor Transport trains going thru the city toward Atlantic ports. The club has offered to assume entire responsibility for this work and individual members have thrown open their homes for evenings and have provided entertainment. The club furnishes each man who desires it a bathing suit and a plunge in the big open air pool.

### TACOMA ENDORSES U. S. DEPARTMENT OF EDUCATION

After hearing an address delivered by President P. L. Campbell of the University of Oregon, the Tacoma (Wash.) Rotary Club went on record as favoring a U. S. Department of Education with a cabinet officer at the head of it. This, it is believed, might be one of the most certain and rapid ways of Americanizing foreigners.

### ROTARIANS THRESH OATS AND BALE STRAW

It is the plan of the Lynchburg, Va., Rotarians to obey their President in anything he may suggest or command. Recently he planned an outing for the afternoon. It was to be a trip to President Heald's farm, but when they arrived there they found a threshing machine all lined up beside some big stacks of oats, ready for operation. The forty-two members of the club were asked to shed all unnecessary articles of clothing and get to work pitching bundles onto the feeding table, measuring grain, driving the grain to the bin, etc., but this did not keep all of the members busy. President Heald had anticipated that fact, and had a baler with which the remaining Rotarians baled up the straw as it was threshed. The job (altho a large one) was completed in two hours.

The Rotarians were then taken in their automobiles to Rotarian Heald's farmhouse where a sumptuous dinner was served which was devoured in the regular harvest-man fashion.

After dinner the Rotarians relaxed into "Childhood" and romped like school boys, showing that real work did not terrify them.

### \$6,000 Raised for Children's Aid

Recently the Rotarians of Saskatoon (Sask.) set out to raise \$2,000 for the Children's Aid with the result that they raised \$6,000 instead. The Saskatoon Rotarians have a 100-acre farm under cultivation and look for a fine crop of wheat.

### Win-the-War Stunt

The Kankakee (Ill.) Rotary Club has adopted the "stunt" of having each member report at the regular luncheon what he has done that particular day to help win the war. A fund for a Red Cross ambulance is being collected.

### New Edition of "Stunts" Book

The second edition of the "Handbook of Entertainment for Rotary Clubs" has been issued by International Headquarters. It is larger and more complete than the first edition and should prove of much value to entertainment committees and club officers. It consists of 160 pages, systematically arranged, and is copyrighted by the I. A. of R. C. The Board of Directors



## Advertising For the Future

About the only way the Government can now act is to devote practically all its energies to winning the war and trust to the business man to work constructively, each in his own business, to protest against its destruction (if such destruction is threatened) and to furnish sound economic reasons for both his actions and his protests.

This means that the present value of big advertising must be exploited by those who can see that value.

Ignorance is no antidote for the violations of law, either civil law or economic law. There is no time to cure ignorance, equal to the time when everybody wants to be informed; therefore, there never has been a time equal to the present to emphasize these fundamentals.

- The well-known commodity always has a preference over the unknown, both as to price and ease of sale.
- To be actually well known to a nation of more than 100,000,000 people is an achievement worth a great investment.
- Such friendly acquaintance on a large scale is worth more per unit of investment than when developed only on a small scale.
- The average investment of advertisers to achieve this friendly acquaintance is not large enough to do it quickly or most economically.
- Big advertising now is business insurance and more. We must prevent the friends who know a commodity from forgetting it, and must make more people know it favorably.
- Advertising should be the last item of cost to be cut off at such a time as this because factory—raw material, labor, finished product—all are unprofitable without a receptive market and the function of advertising is to make a market receptive and keep it so. Most important of all is to make it and keep it receptive when clogs in production, distribution or lack of consumer purchasing power make abnormal temporary difficulties in the smooth channels of trade.
- The public's power to remember is less than the public's power to forget. Who remembers who was Secretary of War under Taft, or what has become of any one of a dozen products which were once well known but are now forgotten?

More strenuous business competition when peace comes, larger firms, unification of industry—a bigger conception of a normal year's business and much increased potential output, all these things will combine to force greater sales promotion which must mean bigger average annual expenditures for advertising.

—Howard W. Dickinson, Vice-President,  
George Batten Company, Inc.

has ordered that one copy be sent to each Rotary Club secretary to be the property of the club and that additional copies be sold at one dollar each.

### ROTARY CLUB HOUSES FOR SOLDIERS AND SAILORS

Records at International Rotary Headquarters of the war work of Rotary Clubs show that reading rooms, rest rooms, club houses, etc., have been established and are being supported for soldiers and sailors, by the following Rotary clubs: Atlanta, Ga.; Belfast, Ireland; Charlotte, N. C.; Glasgow, Scotland; Indianapolis, Ind.; Junction City, Kan.; Leavenworth, Kan.; Lexington, Ky.; Little Rock, Ark.; Macon, Ga.; Manchester, England; New Orleans, La.; Omaha, Neb.; Philadelphia, Pa.; Portsmouth, England; St. Paul, Minn.; San Antonio, Texas; Spartanburg, S. C.; Syracuse, N. Y.; Tacoma, Wash.

There may be others which have not reported but this list shows that Rotary clubs are awake to their opportunities.

### MANY MAYORS MEET WITH CHARLOTTE ROTARY CLUB

At a recent meeting of the Charlotte, N. C., Rotary Club the mayors of all the towns within a radius of thirty miles were entertained at a conference regarding the best ways and plans to follow in combatting the ravages of venereal diseases. The meeting was conducted along patriotic lines and came to a rousing climax when one of the men present quoted that old poem—"When the grasshopper has bray like an ass" declaring that then would America be beaten.

### SCRANTON ROTARY HELPS 184 CRIPPLED CHILDREN

One of the most satisfactory things accomplished by the Scranton (Pa.) Rotary Club during the last year is the relief work done by the Charity Committee of the club, working in harmony with the Associated Charities. Due to rigid investigations, it was possible to give such medical attention to many children as enabled them to re-enter school and in many cases lives were saved which would have been lost thru malnutrition. In addition to the above the committee supplied eye-glasses, braces and medicine. The total number of cases handled was 184, at an average of less than \$4.00 each.

### Honolulu in War Work

A canvass was made while the Honolulu Rotarians were at luncheon recently and \$8,420 for War Savings Stamps was secured, in addition to the "Limit Club" composed of members, each of whom subscribed for \$1,000 worth of stamps. Thirteen of the Honolulu members have subscribed \$1,000 each.

### Little Club—Big Work

The Lawton (Okla.) Rotary Club, altho one of the youngest, recently subscribed \$15,218 for War Savings Stamps, thus topping the record of the largest club in Oklahoma. It was done in an 8-hour day.

### \$1,000 a Day for War Chest

Recent reports received from Kenosha (Wis.), one of the cities which first started the war chest plan, shows that their collections for the war chest are averaging \$1,000 a day.

### "Peachiest" Bunch in Town

At the Barracks community sing in Columbus, O., recently, the Rotarians contributed a pleasing item of the program. As they approach

## "WYLKEDIN" SUITS, COATS & SKIRTS



Wylkedin Suit and Coat

are made in Edinburgh, Scotland, from the ever-famous real Scotch Tweeds—Harris, Shetland, and St. Kilda Tweeds, and Scotch Home-spuns. The name "Wylkedin" carries with it the guarantee of the materials being all wool. The tailoring and finish of the garments are of the highest class.

### SPECIAL "TRIAL" OFFER

As an inducement to retailers, in districts where the "Wylkedin" garments are not already being sold, to give them a fair trial and prove their excellent selling powers, Alexander Wilkie offers to supply the following lot:

12 Costumes at	\$25.00 Ea.
12 Weathercoats at	21.50 Ea.

The Costume Coats are lined throughout with Satin, and the Weathercoats are lined with same in Shoulders and Sleeves.

New "Wylkedin" List sent on application.

Why not apply for a "Wylkedin" Sole Agency Appointment for your city?

## ALEXANDER WILKIE

55-61 Shandwick Place, EDINBURGH, N. B.

## Absolute— Hair Cloth—

Absolute hair cloth is the highest type of hair cloth manufactured in this country; there is none other near enough to it to even take second place.

Absolute Hair Cloth will give your customers perfect satisfaction and as satisfied customers are your best advertisement, why not insist on the clothing manufacturers using Absolute Hair Cloth.

### GEO. S. COX & BRO. Inc.

Cambria & Ormes Streets

PHILADELPHIA, PA.

Sole Makers of ABSOLUTE

## Official Rotary Flags

Our Specialty

Service, U. S. and Allied Flags—All sizes. Special prices on application.

### GEO. LAUTERER CO.

222 W. Madison St., Chicago, U. S. A.



## A Shoulder Insignia of Business

The insignia on the shoulder of an officer identifies at once his rank. Trade marks are the "shoulder insignia" of business. They enable you to identify the quality. They assure certain standards and ideals which must be maintained in order not to sully the high rank of the product.

It is becoming a sensible habit with more and more food manufacturers, bakers and other users of vegetable parchment and waxed papers, to put their faith absolutely in the reliable "K. V. P." brands.

*They're made in the "World's cleanest paper mill".*

Samples and prices on request.

**Kalamazoo Vegetable Parchment Company**  
Kalamazoo, Michigan

Makers of vegetable parchment, waxed and bond papers, and paper specialties.

## VUL-COT WASTE BASKETS GUARANTEED 5 YEARS

You can work better with a clean floor around your desk and a strong, attractive basket always on duty.

VUL-COTS have solid sides and bottom which keep scraps from sifting through. They won't get ragged, bent or broken. They are easy to empty, very light, and very strong.

Each one is guaranteed for 5 years.

Ask your dealer to show you a VUL-COT. The favorite size costs \$1.50 (east of the Rockies).

VUL-COT Fibre, the material of which these durable baskets are made, is a higher development of vulcanized cotton fibre. It is used extensively as electrical insulation, mechanical parts, the sturdier types of trunks, etc. It is economical. Every manufacturer should know its merits.

Samples upon request.

**American Vulcanized Fibre Company**  
524 Equitable Building  
Wilmington Delaware



The kind of **ADVERTISING** you have wanted for your business—in short—the **ROTARY kind!** Write **McAdam**

**McADAM ADVERTISING SERVICE** WHEELING, W. VA.

*Lend Your Money to Your Government*

## THE KERCHER BATHS

Rotarians, when you come to Chicago don't fail to visit

**THE KERCHER BATHS**

S. E. COR. CONGRESS AND WABASH

George Kercher (Member Rotary Club) Sec'y

Best Baths in Chicago

Established 40 Years

the center of the crowd one fair damsel was heard to say to another, "There's the peachiest bunch of fellows in Columbus."

### Monthly Letter to Soldiers

It is the intention of Secretary Leroux of the Muskogee (Okla.) Rotary Club to write all the members in the Service a monthly letter giving them such local news as might be interesting and keeping them posted on the plans in England and France for their care or entertainment.

### Club Buys Island for Children

The Trenton (N. J.) Rotary Club has purchased a thirty-five acre island in the Delaware river for \$10,000, to be used as an outing for poor children and scouts.

### Newark Plans Inter-Club Meeting

Newark (N. J.) Rotarians are busily engaged with preparations for a big inter-city meeting and expect representatives from New York, Brooklyn, Bronx, Jersey City, Elizabeth, Orange, Paterson, and Passaic.

### Instruments for Boy Scout Band

The Davenport (Iowa) Rotary Club recently voted to appropriate \$500 for the purchase of instruments for a Boy Scout band of thirty pieces, and for special instruction for the boys in the band.

## Don't Forget Italy

One phase of the German propaganda which has been used with some effect is the circulation of the statement in Italy that America cares nothing about Italians or Italy except to exploit them.

U. S. Government officials who have to do with international relations consider it important that everything possible should be done to show American sympathy with Italy. Much work has been done along this line by the American Poets' Ambulances in Italy, of which Robert Underwood Johnson, for several years editor of *The Century Magazine*, is the chairman.

The Italian War Relief Fund of America, with Prof. Charles H. Grandgent of Cambridge, Mass., as president, Count V. Macchi di Cellere, Royal Italian Ambassador to the U. S., as honorary president, and Mr. Johnson as president of the New York Committee, is endorsed by the U. S. Government.

An appeal has been made by the Italian War Relief Fund on behalf of Italy which for three years has fought a gallant fight in the common cause of liberty, and which is in need of moral and material aid. Three requests are made for help: by displaying the Italian flag; by sympathetic public and private appreciation; by contributions for special and urgent relief, which may be sent to S. Reading Bertron, Treasurer, 347 Madison Ave., New York City, N. Y., all of which is pledged to be used for relief work. There are 5,000,000 people in Italy who need help.

Here is an opportunity for Rotarians to participate in another and a very important war activity.

## Hundred Per Cent Americans

A PLAN for an organization of 100% Americans has been devised by Rotarian A. L. Sommers, secretary of the Rotary Club of Sheboygan, Wis., to show clearly what is and who are Hundred Percenters, and to draw a distinct

Rotarian George C. Brown,  
Managing Director of the

## Hotel Martha Washington (Woman's Hotel)

29 East 29th St., (near Fifth Ave.)  
NEW YORK

Extends a cordial invitation to the wives, daughters and women friends of fellow Rotarians to stop at his hotel when visiting the metropolis unaccompanied.

There are 500 spotless rooms. Rates \$1.50 per day and up. For parties of five or more a large room at \$1.00 per day per person. A special feature is our excellent Table d'hôte luncheon at 40 cents; dinner at 50 cents.

Comfort, Convenience and Protection, all important to the woman traveler in the metropolis, are found at the Martha Washington in their highest degree.

Illustrated booklet, "Who's Who," giving the names and vocations of 227 New York women, sent Free.

Guaranteed  
For Worth and Speed

## Waterman's Ideal Fountain Pen

The best little  
"side partner"  
you have

ever  
had

At Best  
Stores

L. E. WATERMAN CO.,  
191 Broadway, N. Y.

*Buy Victory and  
Liberty Bonds*



## Fine Printing

CATALOGUES—BOOKS

MISCELLANEOUS WORK

THE TORCH PRESS

CEDAR RAPIDS, IOWA

PRINTERS AND PUBLISHERS

## LYNN SPORTING GOODS Co.



MANUFACTURERS & JOBBERS

UNIFORMS & RECREATION GOODS

WRITE FOR PRICES

EARL M. LAWRENCE - ROTARIAN

LYNN, MASS.



There's No Time  
Like Fall for  
Painting—



Summer's sun has dried the wood. Insects have practically disappeared. Showers are few. Fall is the ideal time to apply **Lowe Brothers High Standard Liquid Paint.**

It works easily, spreads far, covers well, wears long and leaves a good surface for the repainting years hence. Write for "Paint and Painting." This free booklet explains how to guard against costly paint failures.

#### The Lowe Brothers Company

454 East Third Street, Dayton, Ohio

Boston New York Jersey City Chicago  
Kansas City Minneapolis Toronto

#### Your Concrete Floors Shall Never Dust Again

You can dustproof them and waterproof them by simply flushing on the colorless liquid chemical hardener.

# LAPIDOLITH

TRADE MARK  
For Every Concrete Floor

Lapidolith acts chemically on the Portland Cement converting it into a granite-hard mass, creating an unbreakable grip on the sand so that the friction of walking and trucking cannot grind it out.

Let us refer you to users of Lapidolith in your city and in your line.

Today send for sample flask, Lapidolith block and book of testimonials, proof-in-advance.

DEPT. 28

**L. SONNEBORN SONS, Inc.**  
264 PEARL STREET, NEW YORK

Rotarian Wm. Hempstead  
Paterson, N. J., Rotary Club

OFFICIAL ROTARY FLAGS SHOULD FLOAT FROM the flagstaff of every Rotary Hotel and meeting place. Made in all sizes according to the official design as adopted by the International Association of Rotary Clubs. Write for particulars. Carais-Goudie Mfg. Co., Rotarians, Kansas City, Mo.

line between war backers and war slackers. The plan has been submitted to a number of organizations and individuals and has met with immediate approval.

Sommers is secretary of the Sheboygan County Council of Defense, Red Cross, War Chest, Liberty Loan Committee, Fuel Administration, and Four-Minute Men, and president of the Wisconsin Association of Commercial Secretaries. His work has brought him into contact with all sorts and conditions of people and has shown him the importance of some plan by which the thru-and-thru patriot may be instantly recognized.

Briefly, Sommer's plan is an elaboration of the Allotment Card System already provided for by the U. S. Treasury Department. He suggests a membership card in the 100% Americans organization, to be issued by the U. S. Secretary of the Treasury when a person registers at the postoffice or other designated place, this card certifying that the holder has signed the pledge prescribed for 100% Americans and has performed his duty as a loyal American citizen in the promotion of the war.

The plan is that this card shall be presented at the registration office four times each year during the progress of the war, in January, April, July and October, and that failure to present the card for registration shows that the holder is not doing his duty as a 100% American.

The pledge, according to the plan, is to cover not only monetary aid, but prompt and wholehearted help in carrying out all the requests of the various departments and bureaus of the Government.

"When the war is over," explains Rotarian Sommers, "suitable certificates should be issued to the Hundred Percenters. The Government might also issue metallic emblems, made from the captured artillery of the foe, to be worn as evidence of the wearer's loyalty to the Government during the war."

Such a plan, says its author, would do away with the multitude of buttons that the active loyalist now has to wear, and the placards, etc., displayed in windows as evidence of one's Americanism; it would make unnecessary a number of organizations which are springing up to work for Americanism, and eliminate a great amount of duplication of effort in all war work campaigns.

One great thing that would be accomplished, says Sommers, is that there would be a definite measure of what constitutes a Hundred Percent American, about whom so many people are talking.

#### Rotarians and Smileage Books

MANY Rotarians are taking an active part in the new drive to put Smileage Books in the hands of the men who need them most. Some soldiers have a large number of thoughtful friends and are plentifully supplied, but the majority of the men who are sending home part of their pay to assist in the support of their families never have obtained any Smileage at all. And these are the very men who most need the cheering reaction which a good show can give them.

Realizing that what the public needed were some definite requests from men in camp, the National Smileage headquarters asked the theater managers to tell the boys to write in about it. The moment the soldiers understood the system, requests began to come in. Individuals wrote for books. Captains asked for enough to give one to each man in the company who had



#### Shelltex Rimmed Shur-on EYEGLASSES AND SPECTACLES

For Outdoors, Too

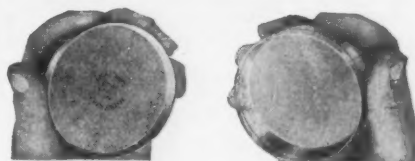
YOU can't "keep your eye on the ball" if you're conscious of your glasses. Shelltex Shur-ons stay on comfortably, and are as good-looking as they are serviceable.

It will pay you to insist on the genuine, which always bear the name Shur-on or Shelltex in the bridge. They cost no more.



E. KIRSTEIN SONS CO.  
257 Andrew St., Rochester, N.Y.

Makers of rimmed and rimless Shur-on eyeglasses and spectacles. Established 1864.



#### Myers Patent Tin Boxes

"The Label Sticks--It's Part of the Box"

#### End Labeling Troubles

Just paste your label on the cardboard top in the tin cover, and it will stick forever. Or, write on the cardboard and save labels. Best quality ointment boxes you can use. No sharp edges to tear your fingers; to hurt your customers. Every box perfect; full count in every carton. Easier, quicker and safer to handle. Sell your goods more readily and please your customers better. Made in 1-4 oz. to 16 oz. sizes. Gilt Lacquered or Plain. Also Ready-Labeled for Standard Ointments. Ask for them. Made by

**MYERS MANUFACTURING CO.,**

Rotarian John H. Booth, President

CAMDEN

NEWJERSEY



Half-Back Union Suits  
Lock-in-One Two Piece Garments

A Rotarian Product  
for Particular Men

**DELPARK Inc.** REDELL PARKER  
BROADWAY at 31st St. New York

## KARPEN FURNITURE



**Distinctive  
Designs**

for the  
**Home, Club  
and  
Public Buildings**

Sold by  
furniture dealers  
everywhere

**S. KARPEN & BROS.**

Designers & Manufacturers

CHICAGO

NEW YORK



## MAKE YOUR BUSINESS SAFE FOR SUCCESS!

The time is *now* to establish in business those things that create efficiency, promote confidence and are economical.

### EGRY REGISTER SYSTEMS

commend themselves to your favorable consideration, as being entirely in accord with the needs of business and the code of success.



The  
**Egry Register  
Company**

(M. C. Stern (Rotarian) Pres.  
and Gen. Mgr.)

Dayton, Ohio

Let the name **EGRY** be associated  
with your every thought of  
**BETTER BUSINESS**

## It's More than a Talking Point—

The

### Perfection PULL CAP

No matter what you have to sell the more points of merit you have to bring out the better are your chances of making a sale. **PERFECTION PULL CAPS** have brought thousands of new customers to the dairymen who use them. They are a mighty good talking point.

Send for samples with name of your dealer.

**HAGERSTOWN CAP COMPANY**

HAGERSTOWN, MARYLAND  
DEPARTMENT "H"

New York Office—1000 Childs Building  
108-10 West 34th St.

## It Saves Man Power For the Nation's Needs

A **TUEC** Vacuum Cleaning Plant enables one man or woman to do as much as two in any work of cleaning and dust removal, and to do it better. Don't fail to investigate. Write and let us tell you where you can see and examine dozens of **TUEC** installations right in your own neighborhood.

### Solves All Dust Removal Problems

There are more **Tuec** systems in use in buildings of every kind and type from Maine to Washington than of all other makes combined. We can prove to you that **TUECS** are not only most thorough and efficient but are the most economical in first cost and in operating expense. Actually cost less than brooms and brushes when saving of time and labor is concerned.



### TUEC Stationary VACUUM CLEANER

Made in all sizes for every cleaning and dust disposal purpose. Highest-grade construction, simplest design, with only two wearing surfaces fitted with S.K.C. ball bearings running in a bath of oil. Will last a life time and require no repairs or attention except occasional oiling.

WRITE TODAY  
For Illustrated Catalog  
The United Electric Co.  
Canton, Ohio

no friends outside to send them in. Red Cross Directors desired to give them to convalescents. Chaplains askt for hundreds to be given to men they knew wanted Smileage.

The Rotary Club at Charlotte, N. C., sent one hundred Smileage Books to the Red Cross Hospital Director at Camp Greene to supply the men from Charlotte City. Four thousand negro troops, newly arrived in camp, lackt money, (until pay day, four weeks off), Smileage, and friends able to send them Smileage. That must be supplied. Smileage is being sent in from various funds, but more is needed.

Rotarian John C. Olmsted, Smileage chairman at Harrisburg, Pa., writes as follows: "The Harrisburg Rotary Club has purchased a number of books and has instructed me, as local chairman of the Smileage Book Committee, to supply these to Harrisburg boys as their desire for them may appear. Accordingly, I am writing to the soldier in Camp Lee, whose name you sent me, and asking that he advise me when more books may be desired by our boys. The idea of securing these definite requests for books appeals to me as an excellent one, which will stimulate their sale and distribution."

One difference between Smileage Books and "war funds" is that the purchaser of a Smileage Book can designate the person who is to receive it. Those who desire to help cheer up some soldier who needs such cheering should get in touch with the Smileage Division, of the War Department Commission on Training Camp Activities at Washington. Definite requests for Smileage are all forwarded there, and all information will be supplied as to where Smileage is most needed.

Two hundred Rotarians are taking active part as local chairmen in the sale of Smileage thruout the United States.—*Edw. W. Coffin, Associate Director, War Department Commission on Training Camp Activities.*

## Story of the Sinn Fein

(Continued from page 170) which was to be the prelude to the revolt, was issued by him on the Saturday night, and appeared in the Sunday morning newspaper.

### Irish Republic Proclaimed

Thus anything like a general rising was prevented, but the extremists persisted in the course they had chosen, and as far as Dublin itself was actually concerned, everything was carried out much as had been planned.

About 12 o'clock on Easter Monday, April 24, 1916, the Irish Republic was formally proclaimed from the base of Nelson's pillar, and while this was being done the insurgent forces took possession of several strategic points thruout the city. Pearse took over the General Post Office without much difficulty, and it became the revolutionary headquarters. The railway stations were quickly seized, and the rebels occupied such points as Jacob's Factory, the College of Surgeons, the Four Courts, Liberty Hall and Boland's Mill.

The pitiful story of the revolt is too well known to need any retelling. Suffice it to say that at the end of five days, after almost continuous street fighting, and after large portions of Sackville Street and the surrounding area had been demolished by artillery from the river, the insurgents finally capitulated. The order of surrender was signed by Padriac Pearse, and was dated 29th April, 1916, 3:45 p. m.

To tell the story of what followed would again be to narrate something well known. Whatever



*Janssen wants to see you!*

## The Famous "Hofbrau"

Broadway and Thirtieth Street,  
NEW YORK

Quaintest Place in America

**A Wonderful Restaurant**

August Janssen, Rotarian



**PARIS**  
BELT & NOVELTY CO.  
CHICAGO

**THE PARIS  
BELT & NOVELTY CO.**  
For High Grade Leather Novelties  
at Reasonable Prices


Our "Over The Top" Belts in full stock sheep leathers at \$12.00, \$16.50 and \$18.00 the dozen. Easily retailed for \$2.00, \$2.50 and \$3.00 without overcharging the Soldiers or Sailors.



**"Over The Top"**  
Send for sample dozen.  
Soldiers and Sailors Photo Cases \$6.50 to \$8.00 the dozen.

**Paris Belt & Novelty Company**  
Mfrs. of High Grade Leather Goods  
231-237 North Wells St., Chicago, U. S. A.

**NOVELTY**  
**COMPANY**



**It is nothing  
to laugh at  
Tee--Hee**

¶ When you Rotarian Readers realize that the literature you are publishing is not bringing the *Big Business* you are looking for, you will seek a remedy.

¶ Let us be your doctor by submitting ideas that will bring orders.

**PERRY & ELLIOTT CO.**  
Producers of Fine Printing  
LYNN, MASS.  
*Frank S. Elliott*  
Rotarian

**James E. Morrison Co.**  
**Efficiency Engineers**  
**Shop Organization  
Factory Production  
and  
Manufacturing Costs**  
1162 Penobscot Bldg.  
**Detroit, Michigan**  
James J. Martindale, V. P., Rotarian

CANADIAN PATENTS AND TRADEMARKS  
FETHERSTONHAUGH and COMPANY  
Patent Solicitors, the old established firm. Ottawa office 5  
Elgin Street, Practice before the Patent Office & Courts.  
Russell S. Smart, Resident Member of Ottawa Rotary Club

is to be said for or against the drastic action which the Government took toward the leaders of the revolt, there can be no question that it strengthened the Sinn Fein movement in Ireland. When those leaders who had not been executed were released from prison, and returned to Ireland last year, they at once devoted all their energy to this strengthening process.

#### **Sinn Fein Gains Strength**

Altho, in accordance with the true Sinn Fein policy, they utterly ignored the Parliament at Westminster, nevertheless they ran a Sinn Fein candidate at every by-election in the country, and, up till recently, with a large measure of success. Some months prior to the production of the Conscription Bill which has thrown such a bomb shell into Ireland, the Sinn Fein movement had shown some signs of losing its hold on the country. Now, however, both Sinn Fein and Nationalists are joined together to resist conscription, and what will be the outcome of it all only the future can show.

That Sinn Fein still stands where it always stood, only, if possible, more intrenched than ever, was made clear by Mr. Arthur Griffiths in a statement, some months ago. In this statement Mr. Griffiths insisted that Ireland was a nation having all the elements that constituted a nation such as a separate language, separate culture, and so forth. And, therefore, Ireland claimed, first of all, to be recognized as a free, independent nation.

Moreover she proposed, faithful to Sinn Fein, to get her independence, not from England but from the Peace Conference and to have it guaranteed by Europe as a whole. She would not look at any sort or kind of offer from England. Mr. Griffiths quoted the remark by former Lord Salisbury, in a speech which apparently sums up to Sinn Fein the policy of England: "What England loses in her hour of weakness, she will recover in her hour of strength." Therefore, the immediate objective of Sinn Fein was to get a peace conference.

#### **Griffiths' Contention**

Mr. Griffiths contended that the Sinn Feiners constituted the great bulk of the Irish people, and claimed that the majority should be allowed the rule, and represent the country as in every other democracy. He unyieldingly turns aside all practical objections, and to the fundamental objection that England could never submit in any circumstances to the possibility of an independent Ireland with naval bases north and south, closing the northern and southern channels, and completely cutting off England's food supply; he simply replied that he could conceive circumstances in which England would have no option.

(Note: The foregoing article is reprinted from *The Christian Science Monitor*, the daily newspaper published at Boston, Mass., by the Christian Science Publishing Society. Rotarian T. A. Grehan of Dublin, Ireland, Advertising Manager of the Independent Newspapers, Ltd., whose notations on the article are inserted in several places, says of it: "I have no hesitation in saying, and in this view I am supported by a man who takes a most moderate and broad-minded view of affairs, in this country, that the article is a very fair statement of the facts.")

#### **True to Natural Instincts**

"Rastus, why is it that a darky never commits suicide?"

"Hit's dis way, boss: When a white man has trouble on his min' he sets down an' gits to worryin', and fust thing you knows, he up an' kills hisself. But when a colored man sets down ter ponder over his troubles, he jes' naturally go ter sleep."

*Neat Appearance  
Economy  
Quality*



**The ALLEN  
TIRE CASE**

Handsome design, plus complete protection. These factors distinguish the Allen tire case.

Made in all colors and color combinations. All sizes.

Various styles to meet various requirements.

**The Allen Auto Specialty Co.**  
16 West 61st St., New York  
2007 Michigan Ave., Chicago

**The LANDERS BROS. Co.**  
*Manufacturers of*  
Buckram, Webbing, Gimp  
Cotton Goods, etc., for  
**UPHOLSTERING FURNITURE  
and  
AUTOMOBILES**


Mohair and Auto Top Material  
Artificial Leather—Rubber Cloth

Canvas Innersoling for Shoe  
Manufacturers

**The Landers Bros. Co.,**  
Dept. R4, Toledo, Ohio

**ROTARY BANKS  
EVERYWHERE**

Depository for I. A. of R. C. You are invited to send us your terms for collecting items in your vicinity.



Write for our terms for good "Rotary Brand" of service.

**R. F. CHAPIN, Secy.**  
Member Chicago Rotary Club

## Easy Shaves For Rotarians

Now comes Fred Scarff, Rotarian, the quality producer of toilet articles in Chicago, and brings forth a live one that makes the world a decent place for the Rotary Druggist to own a drug store in, and for Rotarians a decent place to shave in, namely,



### Fred Scarff's Shaving Cream

It comes in large size tubes. The cream is satiny and unusual in its beard softening properties. It proves that shaving creams are as different as automobiles, some bump along on their reputation, and others glide along on their efficiency; that's why Fred Scarff's Shaving Cream is a trip hammer repeater. It sells for 35 cents the tube at your Rotary Drug Store.

**The Fred W. Scarff Co.**  
350 N. Clark St., Chicago, Ill.  
Meet me in Salt Lake in June 1919—Fred.



## Hotel Majestic

Central Park West at 72nd Street  
NEW YORK CITY

A hotel of distinction  
For guests of discrimination  
With tariff in moderation

Near to the center of interest. Comfortably distant from the area of confusion. Stop at the Rotary Hotel next time you're in New York. You will have my personal attention.

Write me for information budget with auto map, etc., sent gratis.

**Rotarian Copeland Townsend**  
Lessee-Director

## PAPER HATS

FOR  
**ROTARY**  
DANCES, STAGS, BANQUETS  
AND ALL SOCIAL FUNCTIONS

**McConnell**  
Cotillon Works

Write for  
Suggestions  
and Prices



30 E. RANDOLPH ST.  
CHICAGO

**PATENTS IN CANADA** Herbert J. S. Dennison  
(Rotarian)

Mechanical Engineer. Patent Attorney and Expert. Over 20 years' experience in Patents and Practical Engineering. Star Building, 18 King Street West, Toronto, Canada

## From Back of the Front

By Peter Thomason

STRANGE does it now seem to look back upon our departure from the lines, for, in contrast with haphazard packing methods then pardonable, we have had days fully occupied in testing cable, overhauling all instruments, accumulators, and field apparatus, bringing kit and harness nearly up to home-service cleanliness, and clipping horses. Then, too, our start is leisurely, and after breakfast; an arrangement which permits of the townlet awakening to speed us with constrained cheers—cheers constrained because each home still feels the cold press of Death's finger.

Mourning, worn sadly enough to a great extent in Britain, is still more o'ershadowing French life. This is one of the first facts that rudely awaken the civilian soldier on his landing. France has bled profusely, and still bleeds, but in the knowledge of certain recovery.

Madam *la blanchisseuse* there, two years a widow, waves aloft her apron. No more can she hospitably insist on our accepting coffee whilst she parcels up clean clothes; not for months can we again get help with washing; no more can her *petit garcon*, who runs alongside with the usual cry of "bees-keet," come around our cookhouse fires to receive kindlinesses inspired by thoughts of rosier-cheeked small boys at home.

Ahead, like a white ribbon, stretches one of the great French highways. It takes us gradually away from settled life into regions given up to corrugated iron, hutments, horse lines, mule tracks, and all the other resultant mess of soldiery. All day do we journey, halting near the frontier duly to learn that, after several divisions have "gone in" (fateful phrase!) before us, we proceed to a town at whose name the world still shivers.

### How Soldiers Spend Their Evenings

At night we note that aerial activity is intensified. In the darkest hours the rhythmic tramp of thousands of feet gives place only to heavier rumblings, until there comes a dawn ushered in by concentrated gun-fire, and we are increasingly eager for the next move, which is over the frontier to the outskirts of a town receiving a daily dose of high explosives.

The wet weather—our real enemy right through subsequent attacks—has settled in. We dump kit in a sodden field and sleep straightway. For the next night a few bell tents are secured. Ten of us sleep in a large marquee—or what would be one, had it any sides. A great time-worn cart sheet, strung on thin cable from tree to tree, affords a degree of shelter not to be despised.

Closing in the field at one end is a friendly farmhouse, around the stove of which we drink warm milk each evening and exchange speaking lessons with a Belgian officer who is, in peace times, an architect in Brussels. Our fellow-student is a bright-eyed youth belonging to the power-buzzer section. Very quickly do we become fond of him; greatly depressed are we when, a week later, he is killed in the earliest hour of one of our attacks.

Each night now we have the ever-fascinating spectacle of a complete semicircle of gun-flashes. Enthusiasm heightens until it is white-heat by the time we get moving orders, and find ourselves squeezed into a column apparently endless, though kept free from confusion.

We are on one of the wonderful roads—possibly the most important—engineered by our own

**In the Heart of Chicago**  
**Hotel Sherman**  
Downtown Rotary Club Hotel  
Write R after your name when you register (R) Luncheon of the Chicago Rotary Club every Tuesday and Rotary Round Table luncheon every day at this Hotel. Visiting Rotarians always welcome.

## "C & C" (Cantrell & Cochrane's) Ginger Ale The Champagne of Ireland



Over fifteen centuries ago St. Patrick's Well in Dublin was famous throughout Ireland.

Today the waters of this historic well are drunk the world over in "C & C" Ginger Ale.

"C & C" has the life, the sparkle, the delicious crispness of champagne, without the fire. See that you have "C & C" at the Club weekly luncheon and the monthly dinner and order in a dozen of "C & C" for your home.

Made by CANTRELL & COCHRANE, Ltd.

(Established 1852)

DUBLIN & BELFAST

Agents for U.S.A., Messrs. Edward & John Burke, Ltd., 616-620 West 46th St. NEW YORK.

who will give full information to Rotarians as to nearest point from which to obtain supplies



**PATENTS**  
REGISTERED U.S. PATENT ATTORNEY SINCE 1905  
PHONE 589  
**CHARLES W. LOVETT**  
615 SECURITY BLDG. LYNN, MASS.

## W. S. S. WAR SAVING SERVICE

**"SAVE SUGAR"**  
Labels, Printed Cartons and Package  
Wrappers in Colors

THE KEHM FIETSCH & MILLER CO.  
430 West Erie Street, Chicago  
E. R. Benedict—Rotarian



troops. Once past a burnt-out village above which church ruins gleam like broken teeth, we cut across marshy ground and encamp by a farm still in semi-occupation.

Instrument repairing begins in a cowshed, with all the convenience of a shell-pierced wall permitting good views of passing tanks.

We see one of our regiments parade for words of exhortation before assaults in which supreme gallantry fails again and again completely to surmount this welter of Flanders mud. We can last only a limited time under such conditions, and are at length sent back over the boundary to rest and to equip for a journey to quieter lines.

This journey, for four of us, has some of the advantages and none of the disadvantages of a summer holiday, involving as it does a motor-wagon ride from earliest dawn to nightfall behind the entire British line, with detours into two medium-sized towns where we can see once again genteel people, and over nicely served meals regret the absence of those of our comrades who had to march some miles before entraining for a wearisome travel.

#### French Scenic Beauties of 1918

The character of our own journey alters completely towards evening, for we pass in turn villages used as the first winter quarters of our own division, the falling Madonna and Child on Arras Cathedral, the flooded Ancre valley, Thiepval wood where Ulster's sons covered themselves with eternal glory on that fateful 1st of July. By Crucifix Corner, foe-made dug-outs, and British graves, we ascend to the long wide road running east. So this that we see is the famous Somme battle area!

Ovillers Post graveyard we have behind us, but graves are seen to be in twos and threes on every hand. That of Harry Lauder's gallant son we try to find. We see the large mound, at Pozieres, over Australian soldiers.

For ten miles at the very least not a tree lives. At first the ground is simply a succession of gigantic holes and jagged crevices. Later, where Fritz had to hurry his retirement, one can see villages have had existence. Then we approach ruins, but can hardly bring ourselves to believe they ever were places of human habitation. The next town is in little better state, the principal buildings having been literally reduced to dust. We next see how roadside trees were chopped to delay pursuit. Then comes the bomb-wrecked village around which all our sections are to reassemble.

Not far down the road from the customary village pond can be seen what was quite incredible when read of in padded chairs at home—a large crucifix affixed to which is a platform that accommodated a hostile machine gun. Trenches cross the lane; dug-outs of amazing strength abound. The neighboring wood is still a wood, but a wood of disfigured trees; a conglomeration of charred trunks and broken, distorted branches.

On the open plain we pitch tents, cold though the season is becoming. The sigh of the wind, the "tang" in the air, give quiet enjoyment, and turn one's thots to the more northerly coasts of our homeland.

#### Winter in France

A time of steady preparation now lies ahead of us; we move south, to find huts in a wood, and to begin building winter quarters. A lean-to shanty in a lonely corner gives one all the feeling of playing at being one of Jack London's heroes.

On Sunday afternoons good football can be witnessed, and service can be attended in a Y. M. C. A. hut only two miles behind us. We shall be almost sorry to move again.

There are intervals of sunshine this showery

## These Are Rotary Hotels

When you register place an R after your name thus ®

### THE LENOX

Official Rotary Hotel

\*\*\*

In the exclusive Back Bay of Boston, the social center of the city. You'll always meet someone you know at THE LENOX. Make it your other home.

L. C. PRIOR, MANAGER  
HOTEL BRUNSWICK Under Same Management  
BOSTON, MASS.

Clarksburg, W. Va.

### Hotel Waldo

J. W. WOODDELL, Rotarian  
Rotary Club Luncheons held here Wednesdays, 12:15.  
Visiting Rotarians Welcome.

Gadsden, Ala.

### Hotel Printup

ADOLPH P. REICH, Mgr., Rotarian  
Rotary Club Luncheons held here Thursdays, 12:15.  
Visiting Rotarians Welcome.

Houston, Texas

### Hotel Rice

A. G. PULVER, Mgr., Rotarian  
Rotary Club Luncheons held here Thursdays, 12:15.  
Visiting Rotarians Welcome.

Joliet, Ill.

### Woodruff Inn

ROBERT F. McROBERTS, Mgr., Rotarian  
Visiting Rotarians Always Welcome.

Little Rock, Ark.

### Hotel Marion

Rates \$1.50 and up. Absolutely Fireproof  
Rotary Club Headquarters. Luncheon Thursdays, 12:30.  
Visiting Rotarians Welcome.  
O. W. EVERETT, Manager

Montreal, Que.

### CANADA'S LEADING HOTEL "The Windsor"

DOMINION SQUARE  
JOHN DAVIDSON (Rotarian), Manager  
Visiting Rotarians Always Welcome.

Muskegon, Mich.

### Occidental Hotel

EDWARD R. SWETT, Mgr., Rotarian  
Rotary Club Luncheons held here Thursdays, 12:15.  
Visiting Rotarians Welcome.

New Philadelphia, Ohio

### Hotel Reeves

WALTER G. NICKELS, Prop., Rotarian  
Rotary Club Dinners held here Mondays, 6:00. Visiting Rotarians Welcome.

Newport News, Va.

### Hotel Warwick

"JERRY" DERR, Manager, Rotarian  
Visiting Rotarians Always Welcome.

Providence, R. I.

### The CROWN HOTEL

FAIRNESS The Home of Simplicity, Refinement and Comfort for the Traveler. GOOD COURTESY SERVICE  
FRED MANSFIELD, Prop., Rotarian  
WM. H. WADE, Manager

Racine, Wis.

### Hotel Racine

EUROPEAN  
J. S. ADRIEN, Manager  
Rotary Club Luncheons held here Wednesdays.  
Visiting Rotarians Welcome.

Syracuse, N. Y.

### THE ONONDAGA

ROTARY HEADQUARTERS  
and the leading Hotel in Syracuse  
PROCTOR C. WELCH, Manager

Vicksburg, Miss.

### Hotel Carroll

BERNIE REID, Mgr., Rotarian  
Rotary Club Luncheons held here Thursdays, 1:00.  
Visiting Rotarians Welcome.

Victoria, B. C.

### Hotel Dominion

STEPHEN JONES, Prop., Rotarian  
Visiting Rotarians Always Welcome.

Vincennes, Ind.

### Union Depot Hotel

EDWARD WATSON, Pres., Rotarian  
Rotary Club Luncheons held here Thursdays, 12:15.  
Visiting Rotarians Welcome.

Wilmington, Del.

### Hotel DuPont

ERNEST S. TAITE, Mgr., Rotarian  
Rotary Club Luncheons held here Thursdays, 12:30.  
Visiting Rotarians Always Welcome.

**Need Envelopes?** Write **Berkowitz**  
Phone **Berkowitz**

ADDRESS SAVER CATALOGUE ENVELOPE COMMERCIAL FOR EXTRA HEAVY MAIL

**Berkowitz Envelope Company**  
KANSAS CITY, MO.



## "The Crimes of Germany"

*The Most Astonishing and Horrific Book ever Published*

**"THE Crimes of Germany"** is an authentic record of Germany's atrocities. It describes in the language of eye-witnesses scores of hideous German crimes. Among the illustrations are reproductions of actual photographs of victims, living and dead. Every case covered could be proved in any civilized court of law. Sworn statements of onlookers are on file in the archives of Belgium, France and England.

### Created a Furor in England

Sir Theodore Cook, a great English editor, compiled this book. Millions of copies were circulated among recruits in England. The American Defense Society seeks to sell enough copies of the American edition to pay for a wide distribution of "The Crimes of Germany" among our troops.

*Will you do your share toward letting our boys know what kind of an enemy they are facing by purchasing a copy of "The Crimes of Germany"? Use the coupon below.*

### AMERICAN DEFENSE SOCIETY

**HONORARY PRESIDENT**  
HON. THEODORE ROOSEVELT,  
*Ex-President of the United States*

**HONORARY VICE-PRESIDENTS**  
HON. DAVID JAYNE HILL,  
*Ex-Ambassador to Germany*  
HON. ROBERT BACON,  
*Ex-Ambassador to France*  
HON. PERRY BELMONT,  
*Vice-President Navy League*  
HON. CHARLES J. BONAPARTE,  
*Ex-Attorney General, U. S.*  
JOHN GRIER HIBBEN, LL.D.,  
*President Princeton University*

HENRY B. JOY,  
*Ex-President Lincoln Highway Ass'n*  
CHAS. S. FAIRCHILD,  
*Ex-Secretary U. S. Treasury*

**EXECUTIVE OFFICERS**  
CHARLES STEWART DAVISON,  
*Chairman Board of Trustees*  
HENRY C. QUINBY,  
*Chairman Executive Committee*  
WILLIAM GUGGENHEIM,  
*Chairman Publication Committee*  
ROBERT APPLETON, . . . *Treasurer*  
H. D. CRAIG, . . . *Secretary*

**American Defense Society, National Headquarters**  
44 East 23rd Street, New York City

*Make checks payable to Robert Appleton, Treasurer*

- ☐ Enclosed is Seventy-five Cents. Send me a copy of the paper covered edition of "The Crimes of Germany."  
☐ Enclosed find One Dollar for year's dues in the American Defense Society. Send me membership button and certificate, and add my name to the Propaganda Committee.

Name \_\_\_\_\_  
Address \_\_\_\_\_

day in Picardy, when the rustling woods are bathed in green-gold light. The breeze sways the long stems.

It seems almost a gay world still, but not far off, below the ruins of a large house, an elderly lady, accompanied by her soldier son, who is "on permission," digs for buried papers. All this territory being closed to civilians, she has long waited for a two-days' pass and gendarme protection. Her two girls were taken away by the enemy. One son died in battle not far away. We cheer and cheer again when the sought-for packet is found. The old lady's talk is intensely interesting. We marvel at her stoicism. In her own way she typifies France.

On the other fringe of the wood, French graves are marked by broken bayonets and rifles.

Far away on the sky line is a copse, only an edge of which is in our men's possession. Beyond again, on an easily defended slope, is a large village which *must* fall to us this winter, but from which there first comes destruction for our poor little wood, so it may as well lose its autumnal tints quickly.

After all, we want to get away from the Back of the Front to the other side of it; and temporary contentment has to be created out of two things—firstly, the thoroughness of present preparations; secondly, the belief that from out all this blood-sown soil will grow the flowers of a nobler civilization.

(Note: The foregoing is reprinted from *The Rotary Wheel*, the magazine of the British Association of Rotary Clubs. Peter Thomason was president of this association when he enlisted in the British Army about a year ago, and was assigned to the Engineering Corps. He was wounded recently and is now on invalid leave back in England.)

### "OVER THE TOP" AGAIN AND AGAIN

The Sammy came in from the trench, and says he: "There's too many calls on the courage of me I answered the call when they askt me to come To fight that my countrymen might have a home. I've fought ever since we've been quartered in France;

I've gone every time I was told to advance. This order you give, to go over the top Today, is too much—I am going to stop. There's a limit to what I can rightly afford To give to my country with cheerful accord."

The officer's eyes stuck a foot from his face To hear this subaltern who courted disgrace, And the private was sent where all mutineers go—

To be shot, the next sunrise—he hadn't a show. I think that with me you will promptly agree That a firing squad's right for such quitters as he. But hasn't he just as much right to declare His whole duty done and his job to forswear As you in your home that he fights to protect, When you're told that there still is some coin to collect?

He's sworn to obey every call that is given; To risk his existence without being driven. You, safe here at home, take advantage of this, And claim no disgrace when a duty you miss. You seem to believe you've a right to refuse To lend of your hoard for the Allies to use In saving your land and the land of all others Who claim human rights for themselves and their brothers.

You have no such right! In stern duty you're bound To give while a coin in your coffer is found.

—Strickland Gillilan, Rotary Club of Baltimore, Md.

### To Help the Enemy

The boob visitor approached the soldier and askt: "My good man, you are now ready to die for your country, aren't you?"

"Naw," replied the good man. "But I am ready to help some German die for his."



